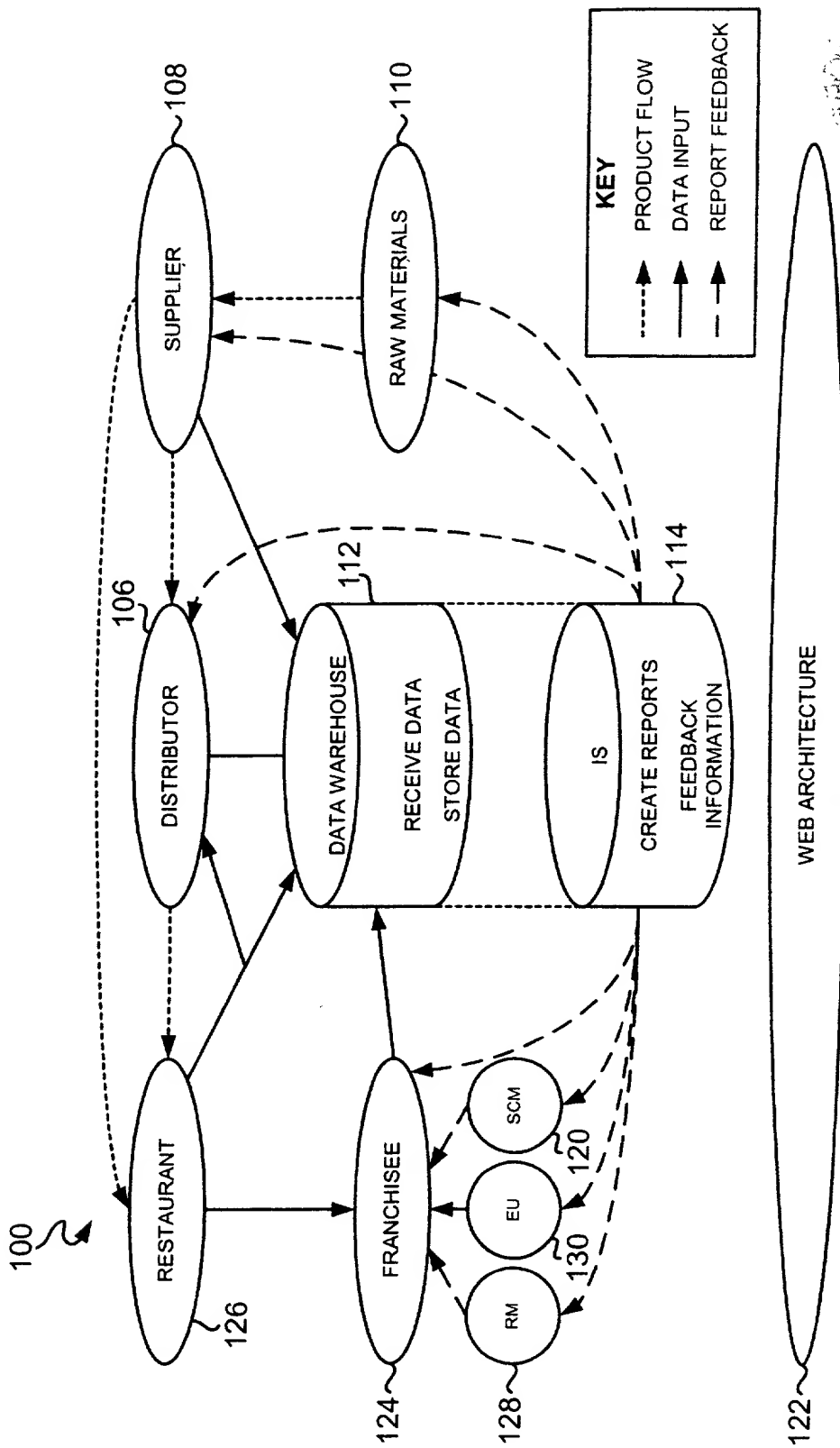


**FIG. 1A**



**FIG. 1B**

230

DEFINING A PLURALITY OF DATA TYPES EACH INCLUDING PARAMETERS

232

RECEIVING DATA FROM A PLURALITY OF POINT OF SALE OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF GOODS SOLD BY THE POINT OF SALE OUTLETS

234

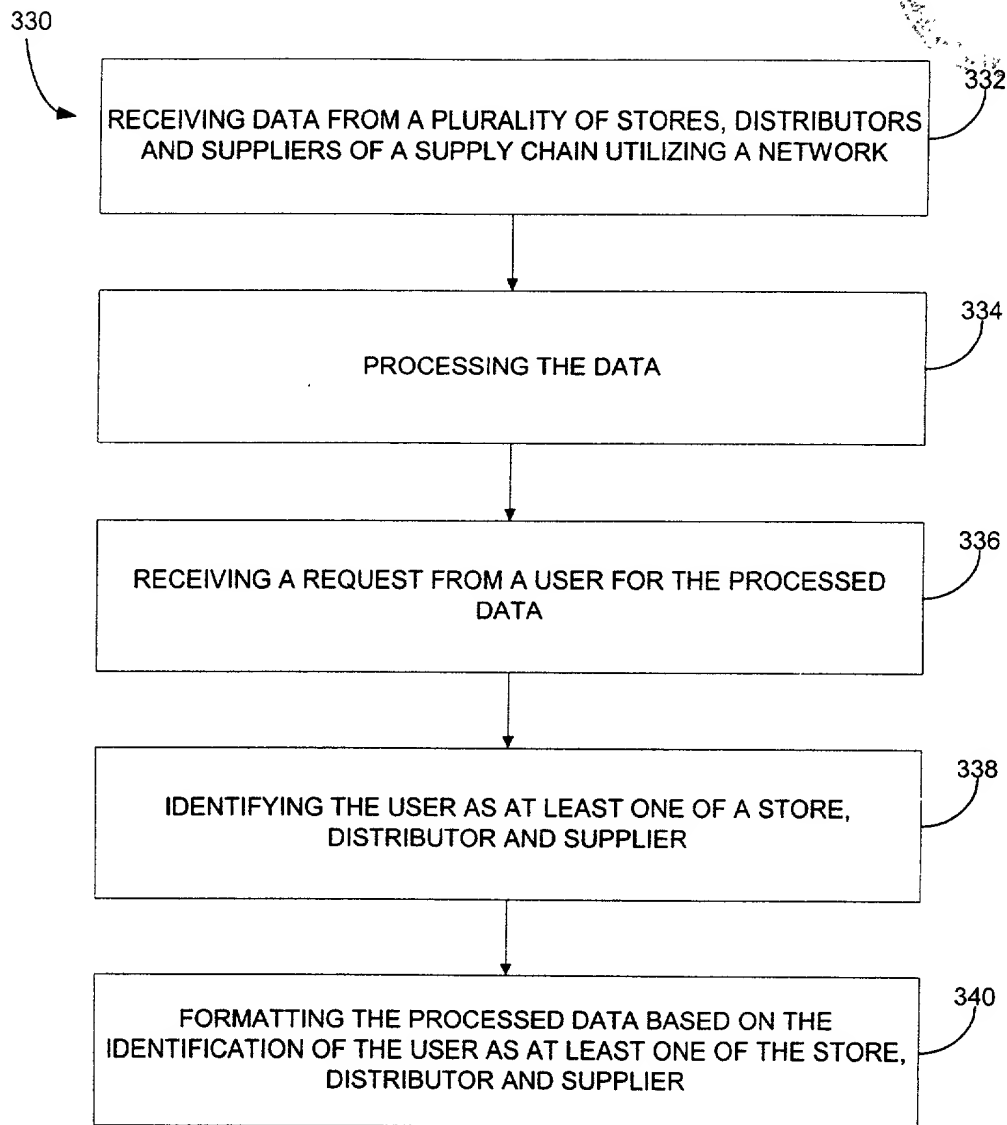
VERIFYING A FORMAT OF THE DATA AGAINST THE PARAMETERS OF THE DEFINED DATA TYPES

236

CORRECTING ANY DISCREPANCIES BETWEEN THE FORMAT OF THE DATA AND THE PARAMETERS OF THE DEFINED DATA TYPES FOR FACILITATING AN ANALYSIS OF THE DATA

238

FIG. 2



**FIG. 3**



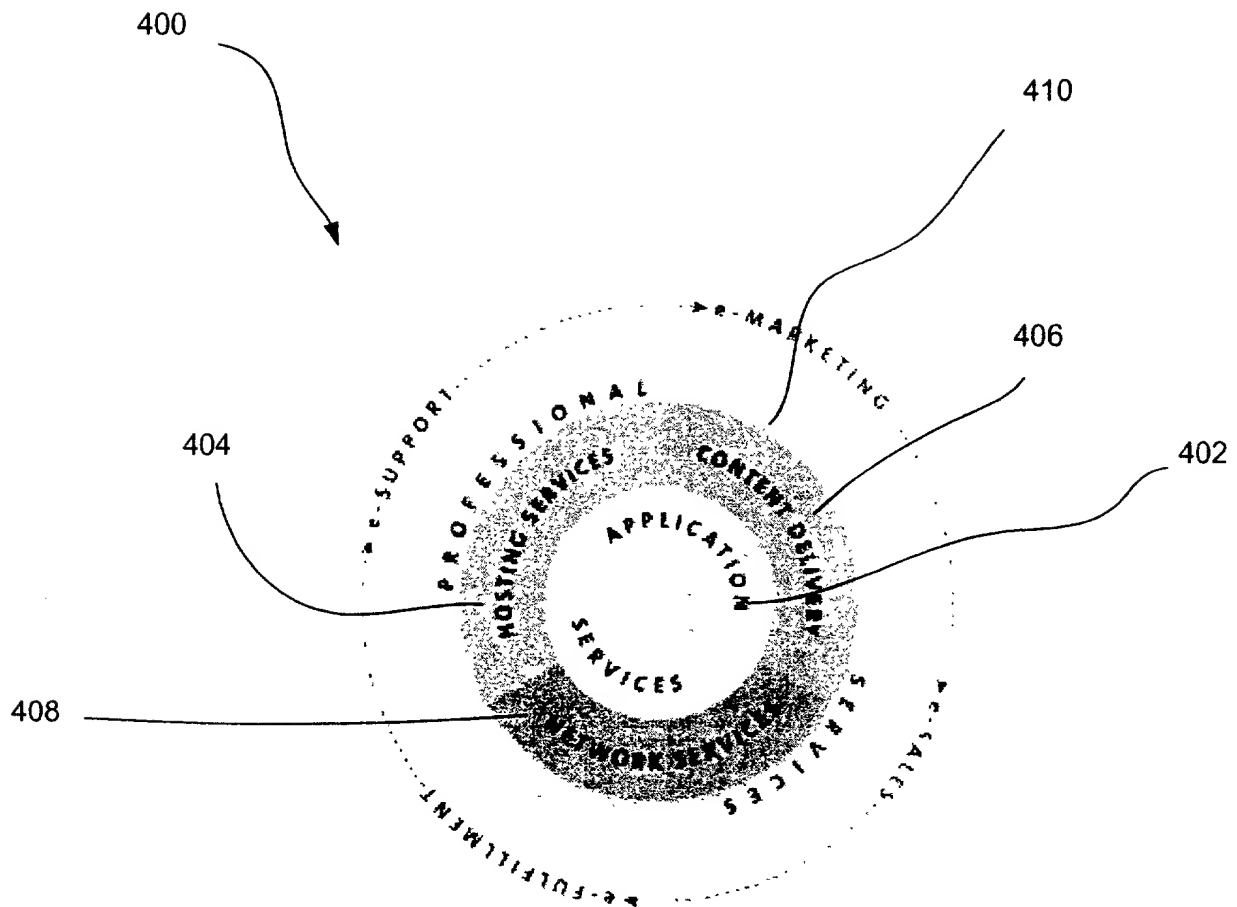
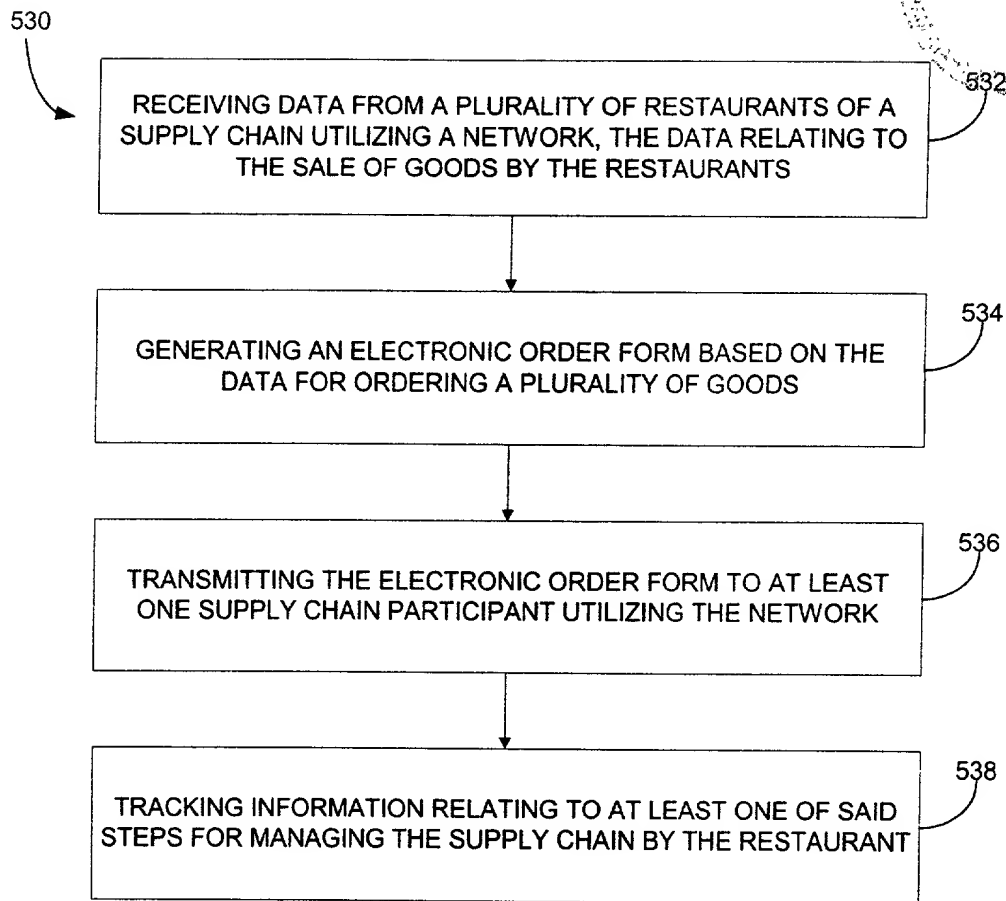
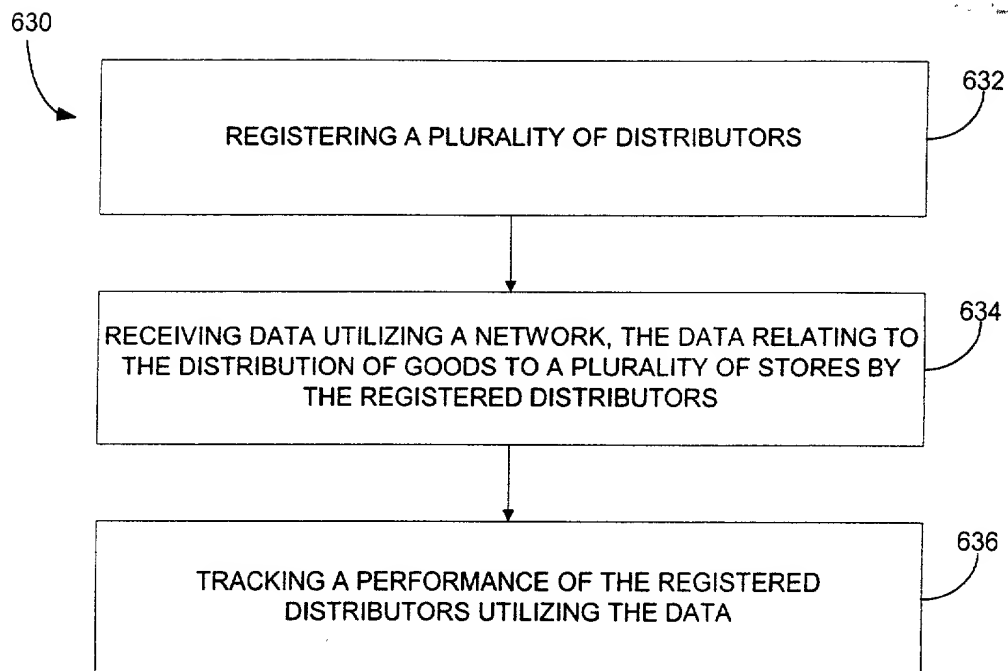


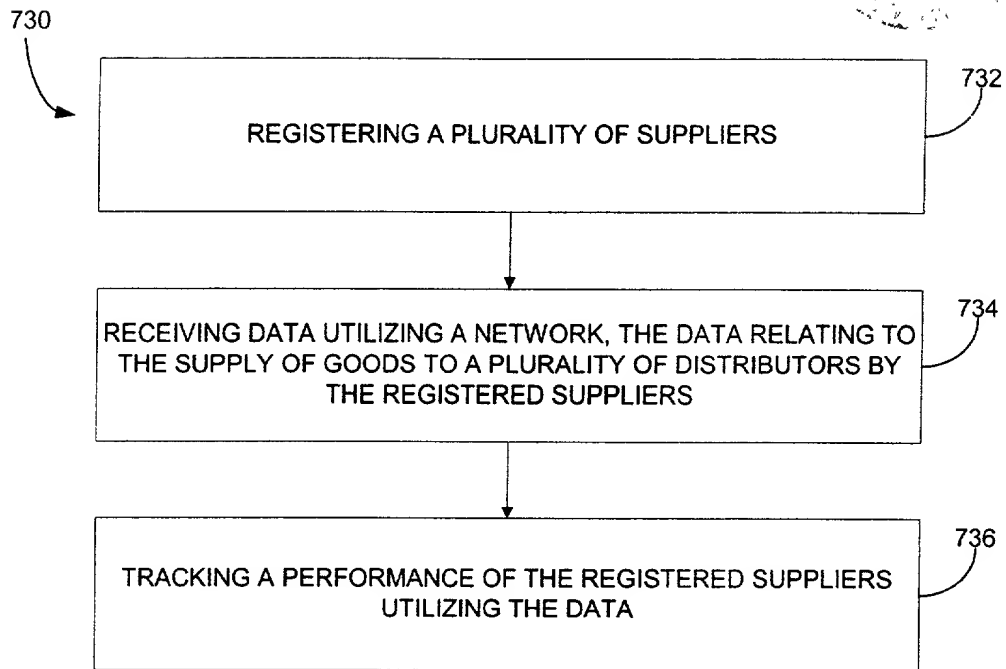
Fig. 4



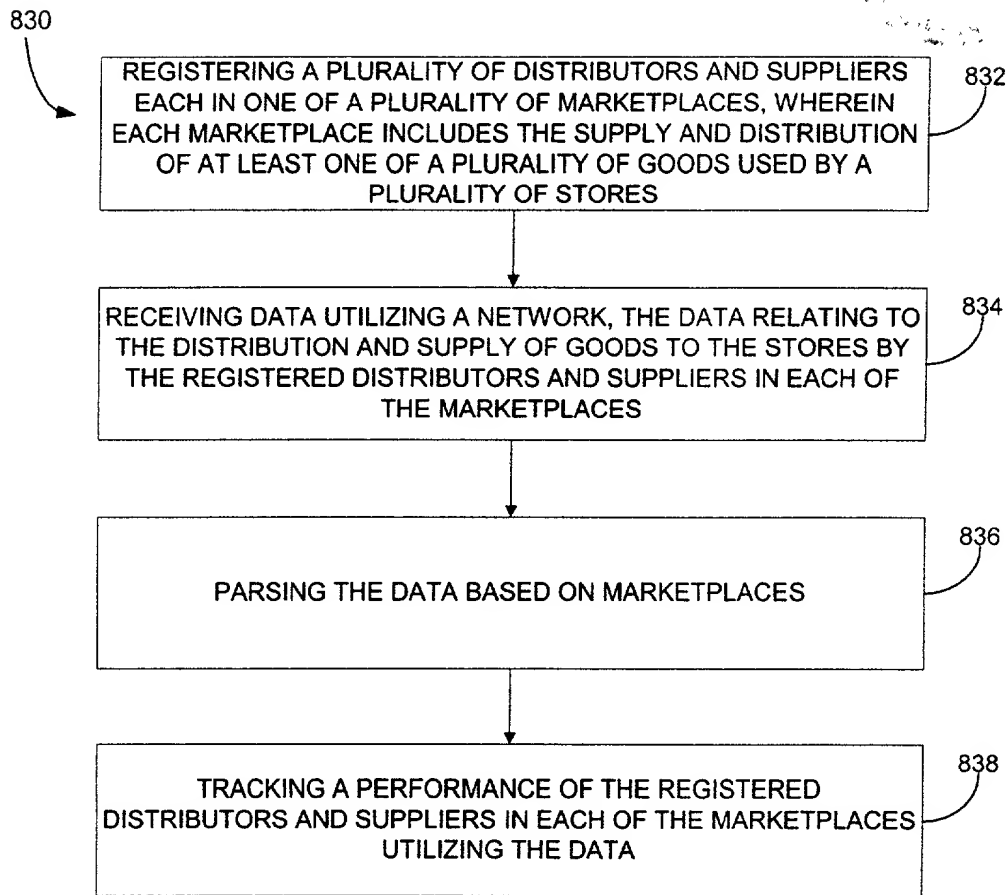
**FIG. 5**



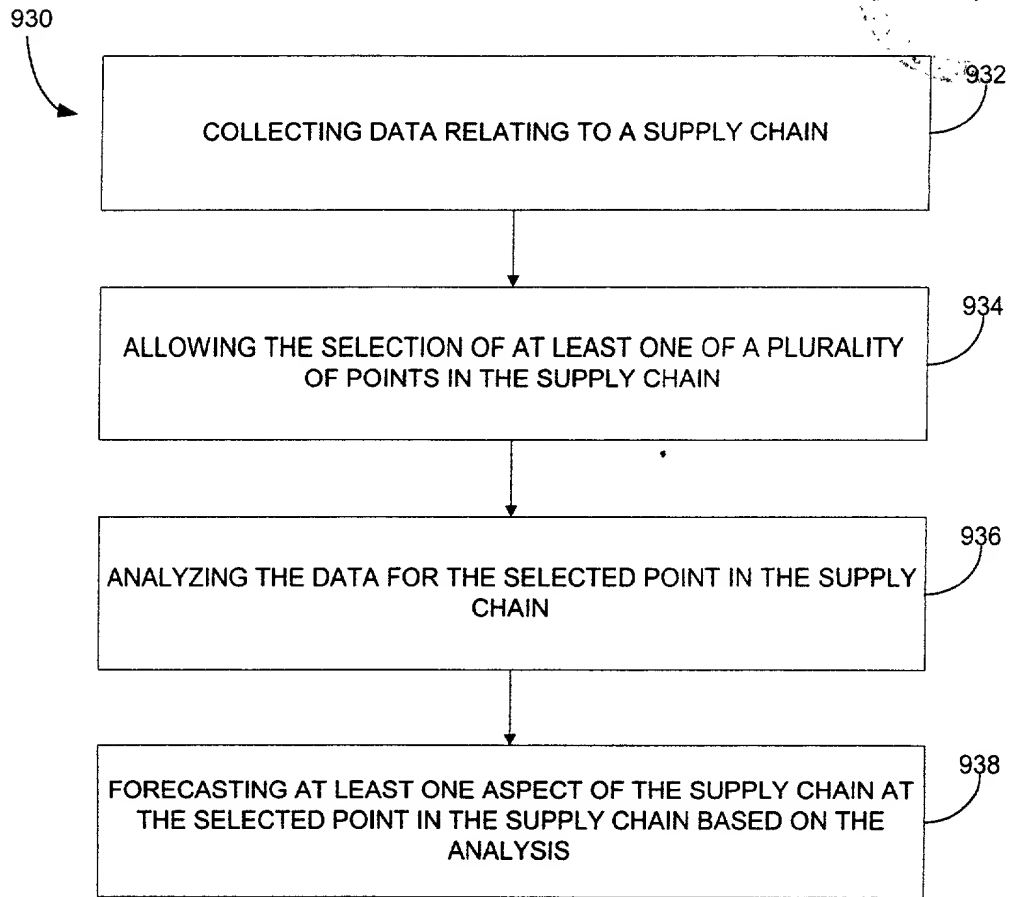
**FIG. 6**



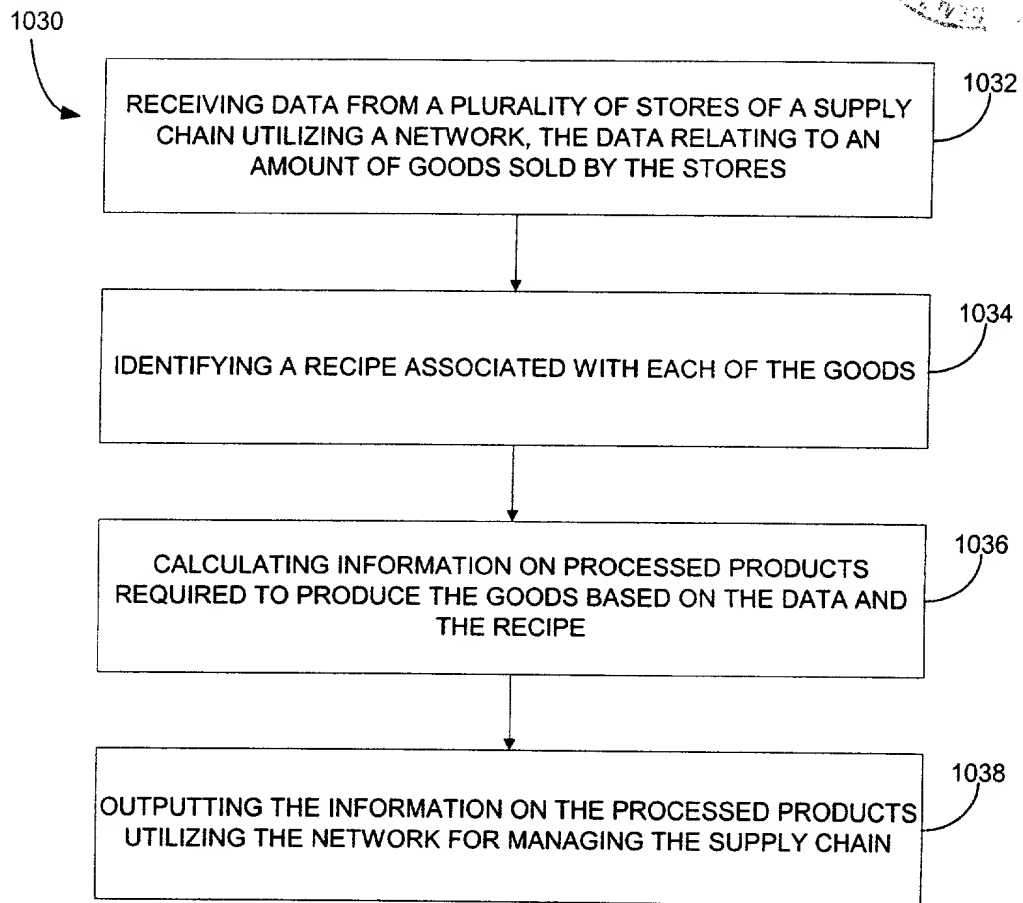
**FIG. 7**



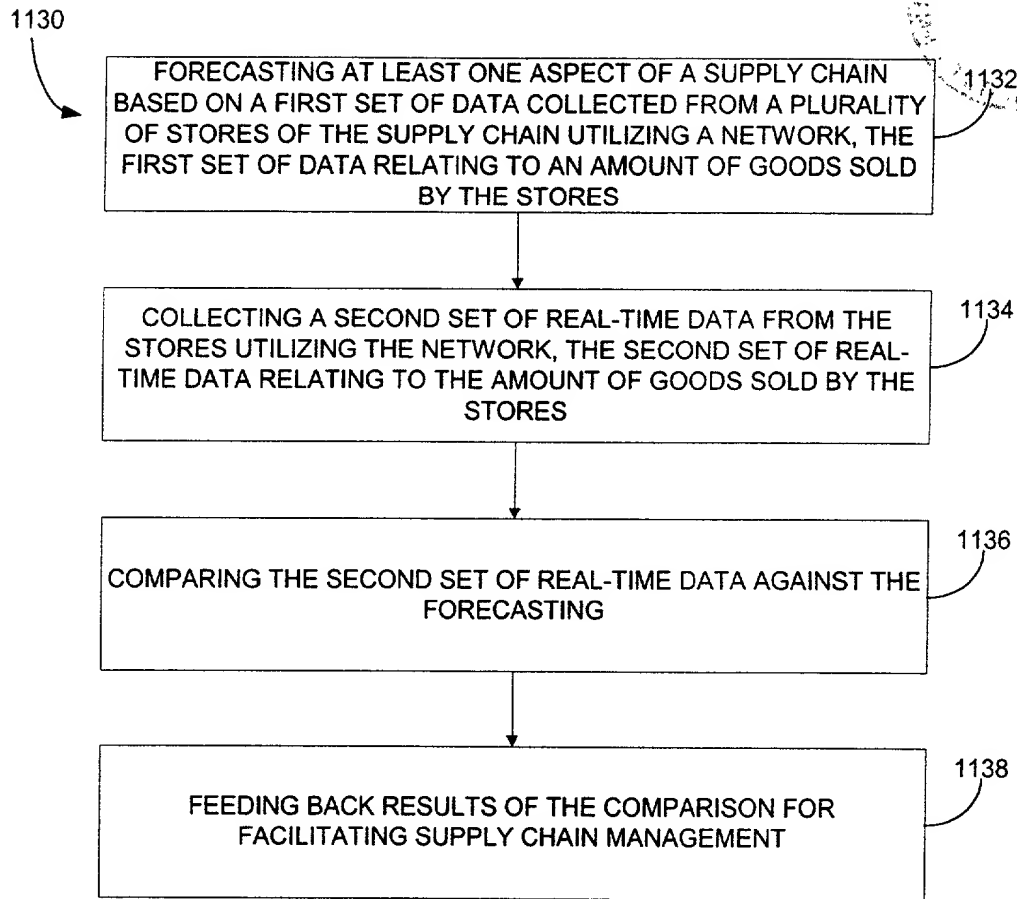
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**



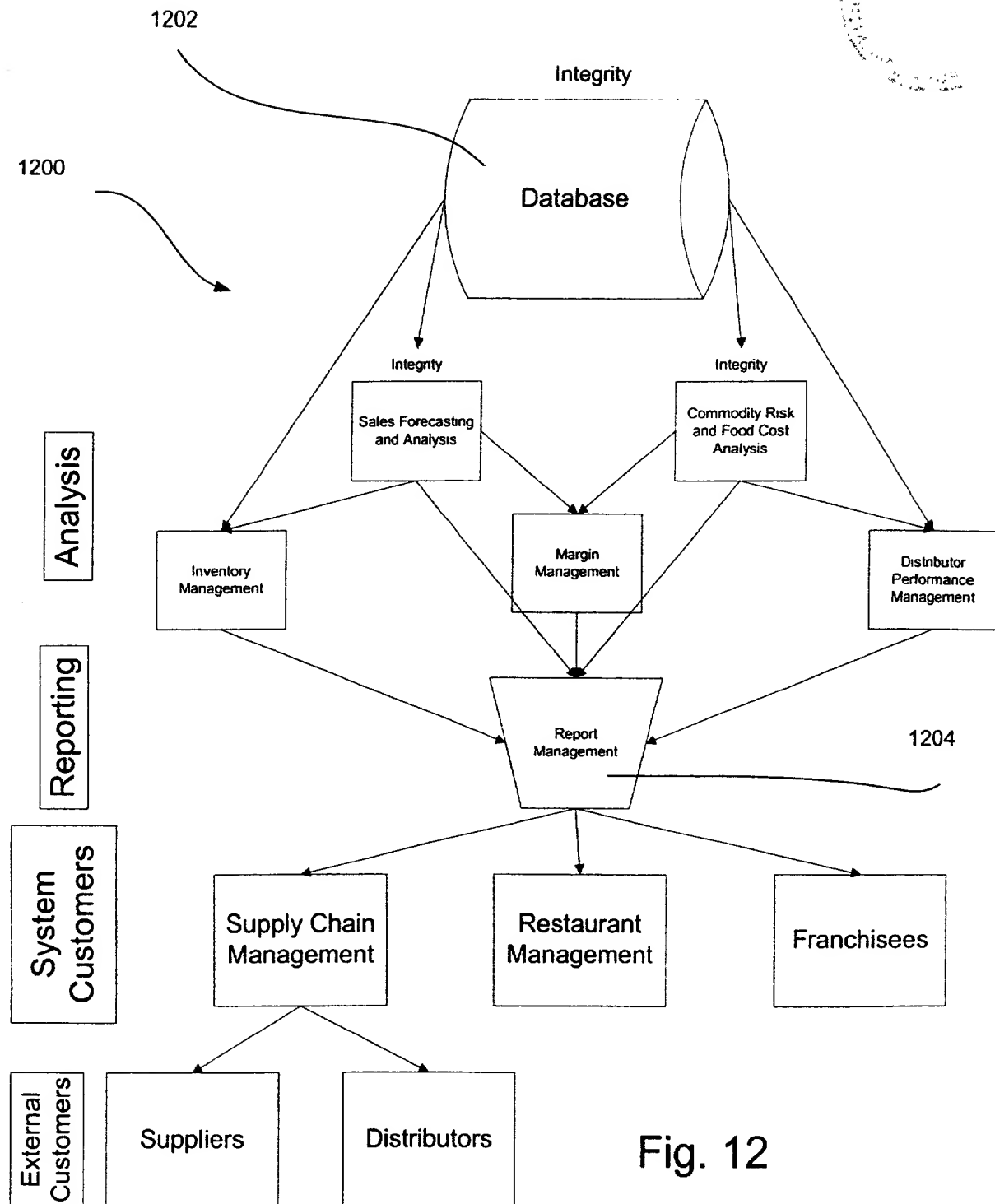
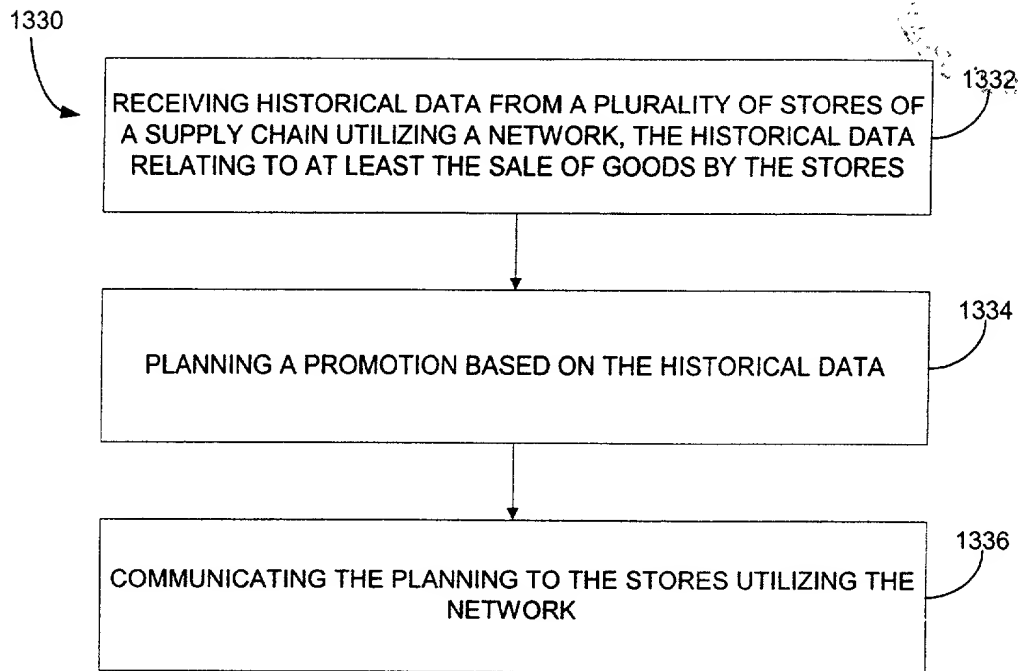
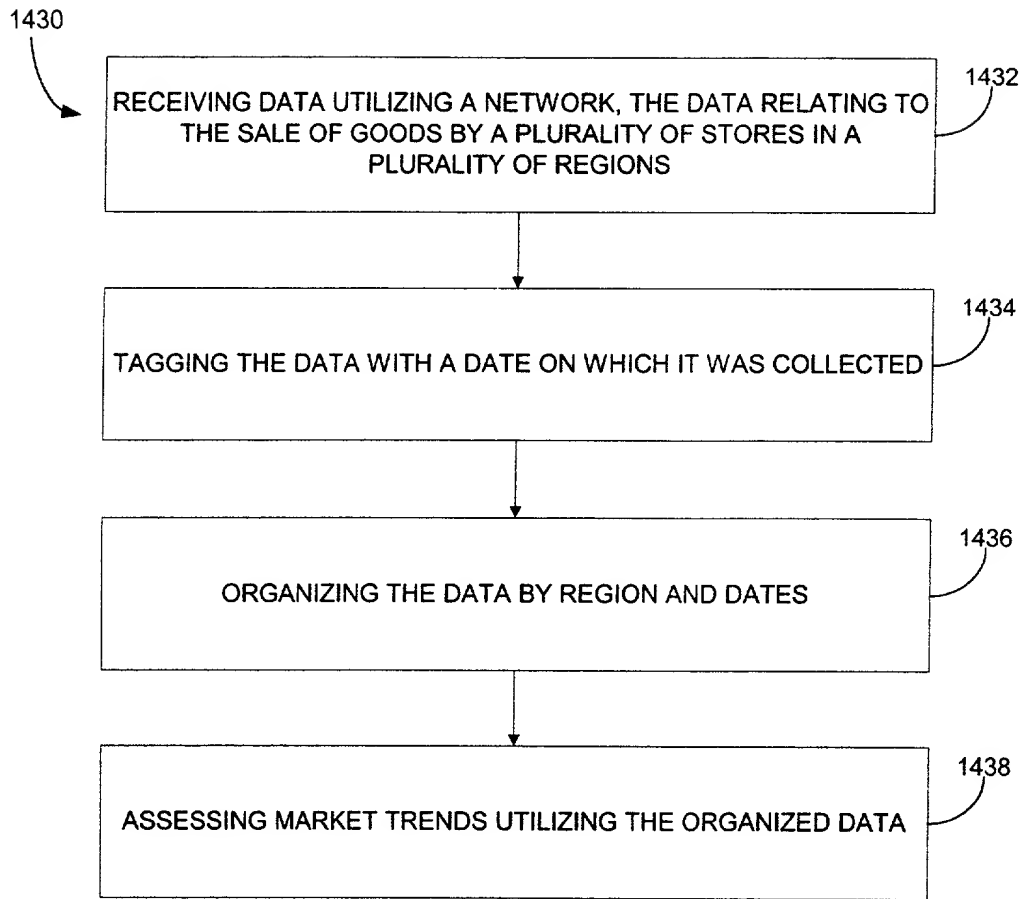


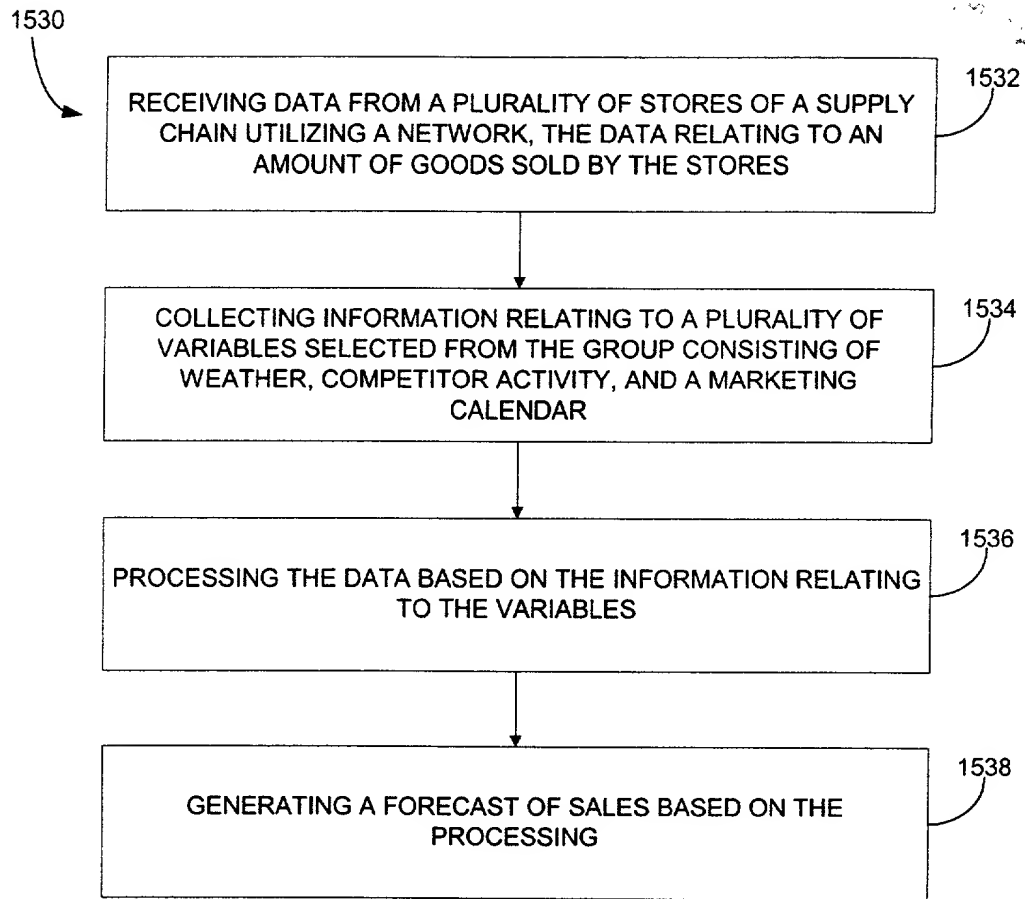
Fig. 12



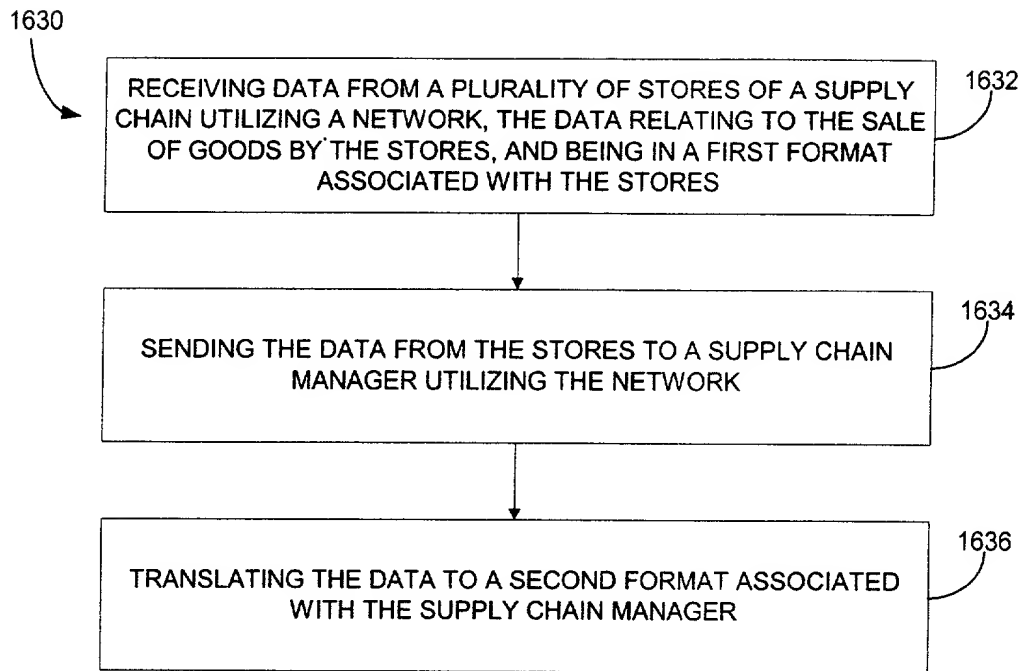
**FIG. 13**



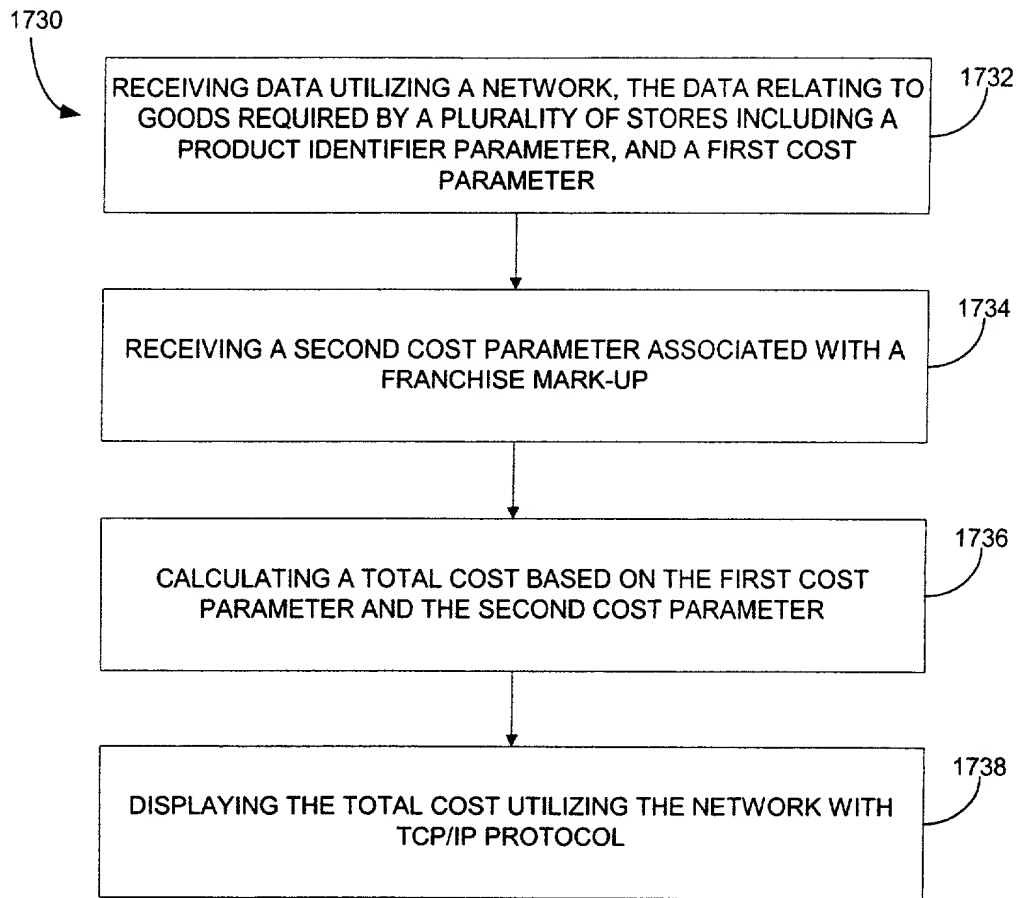
**FIG. 14**



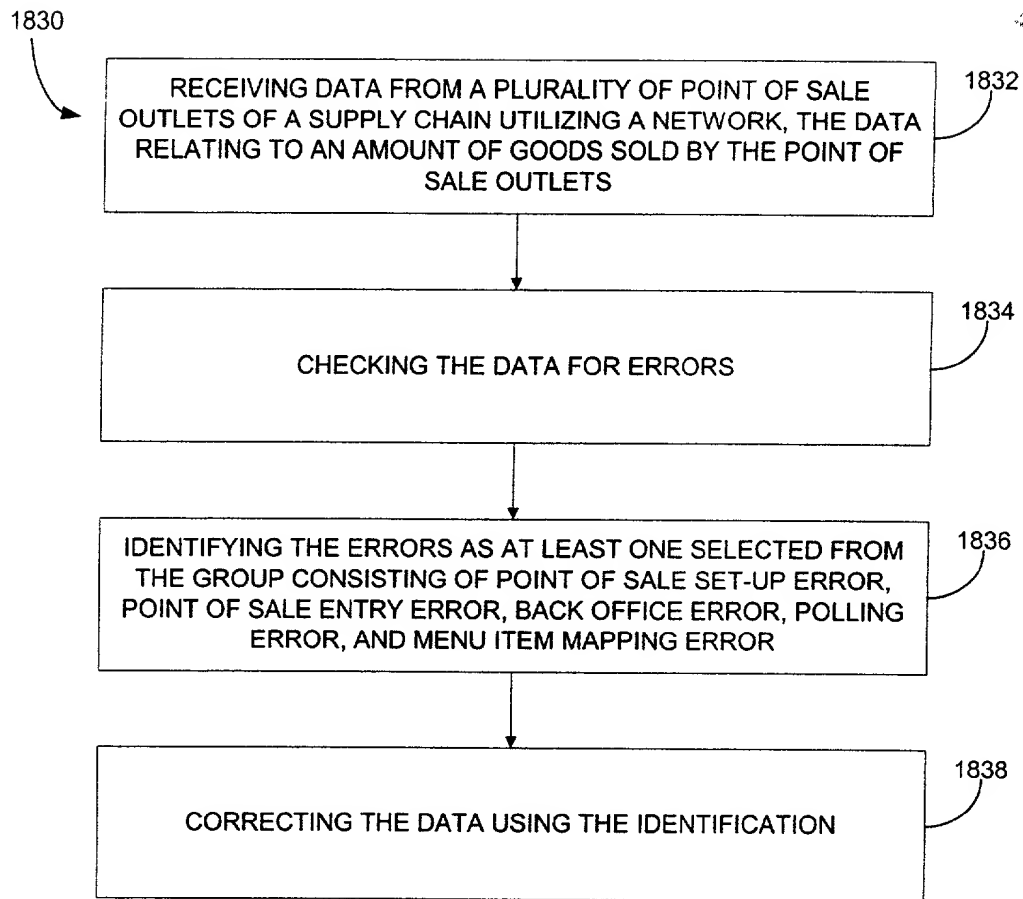
**FIG. 15**



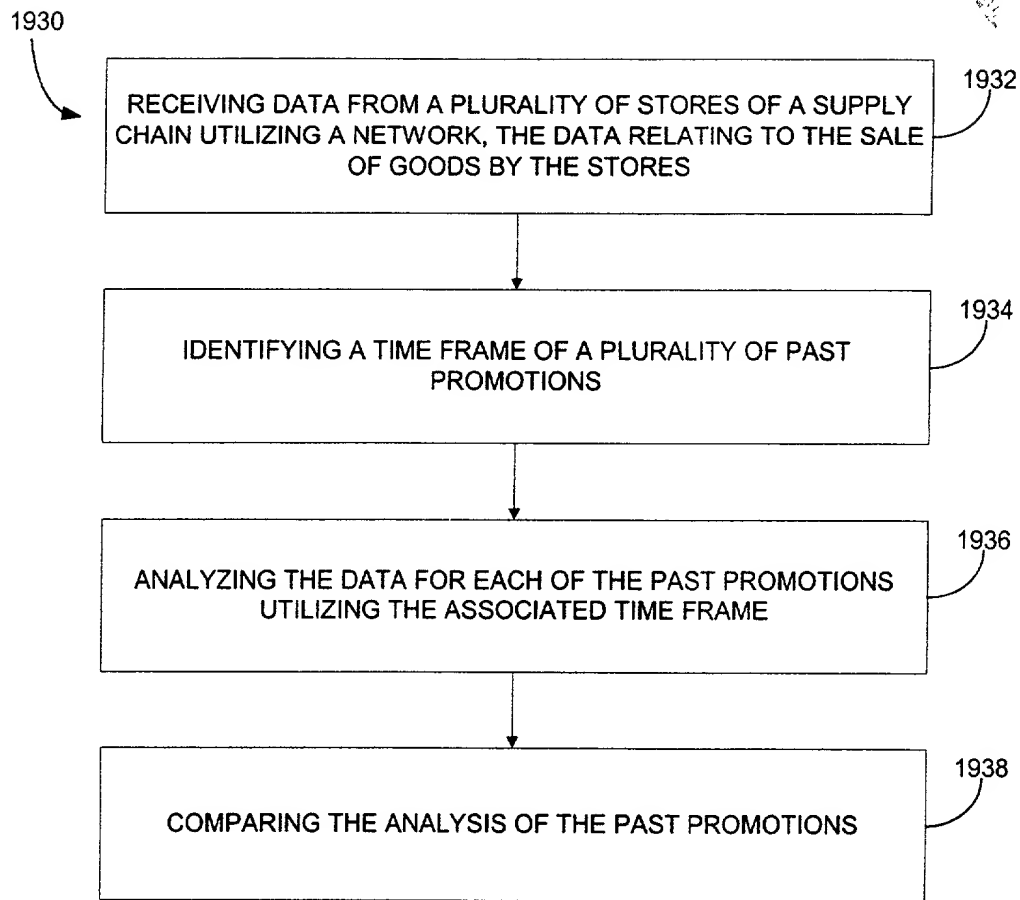
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**



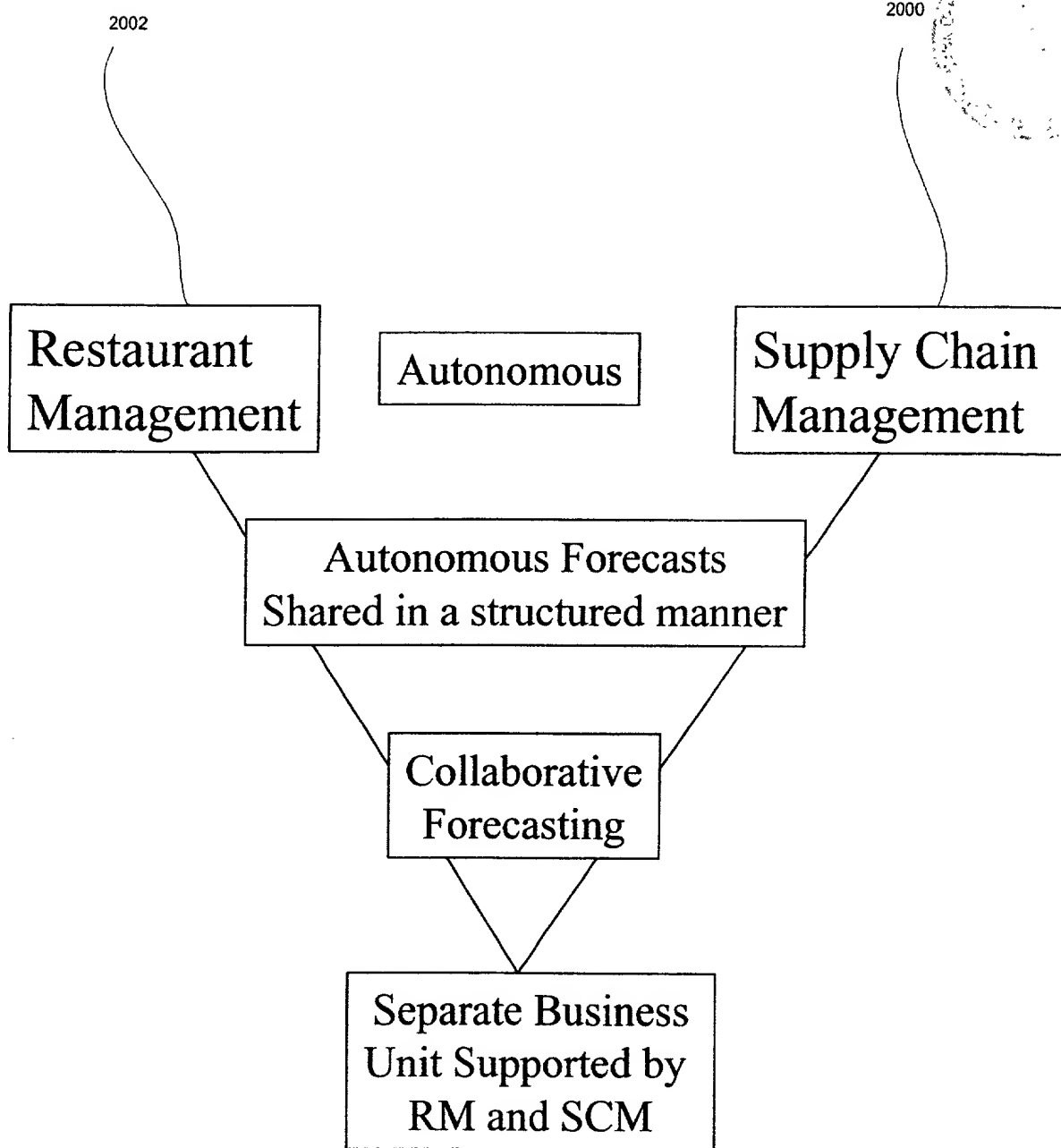
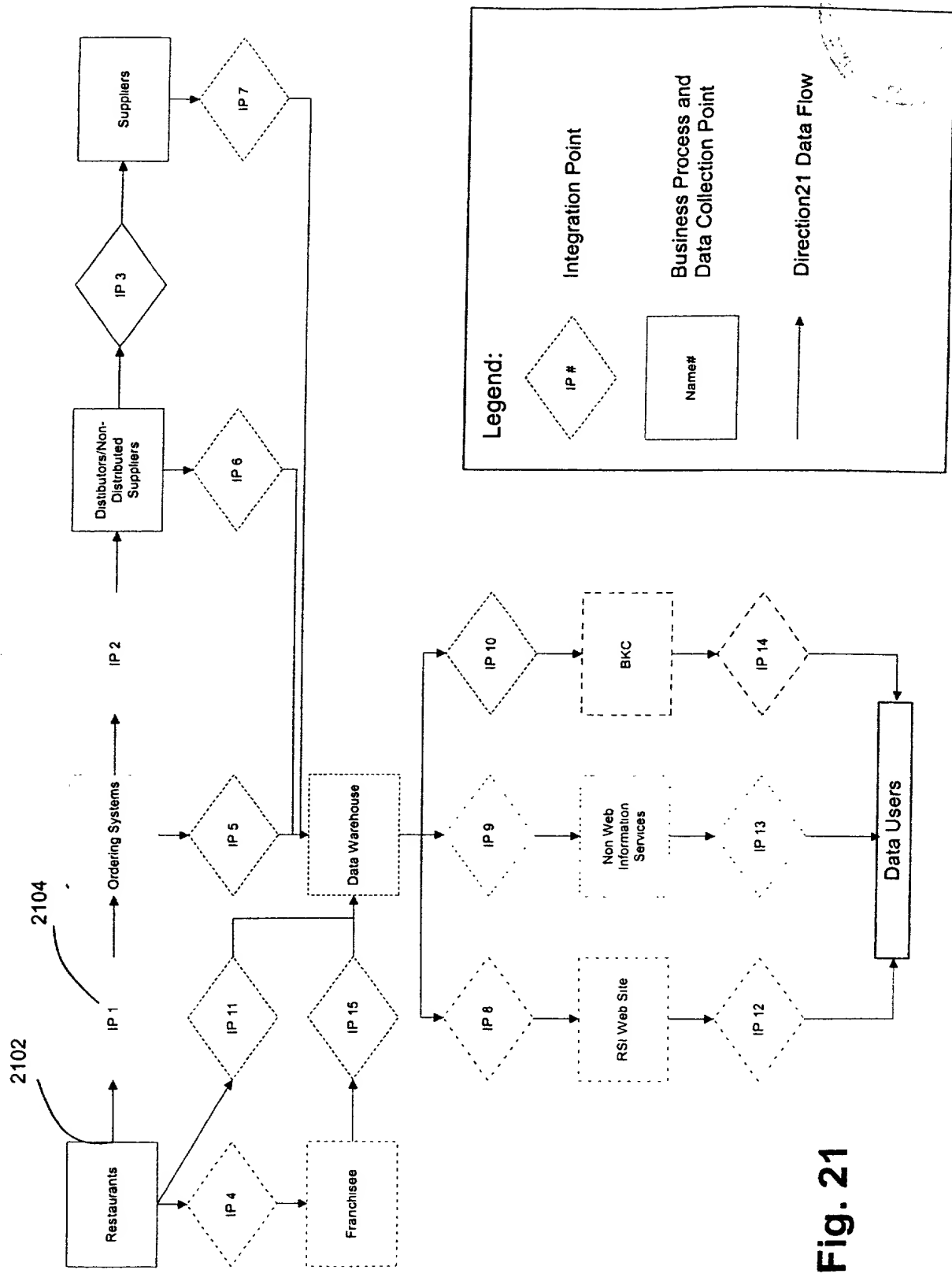


Fig. 20



**Fig. 21**

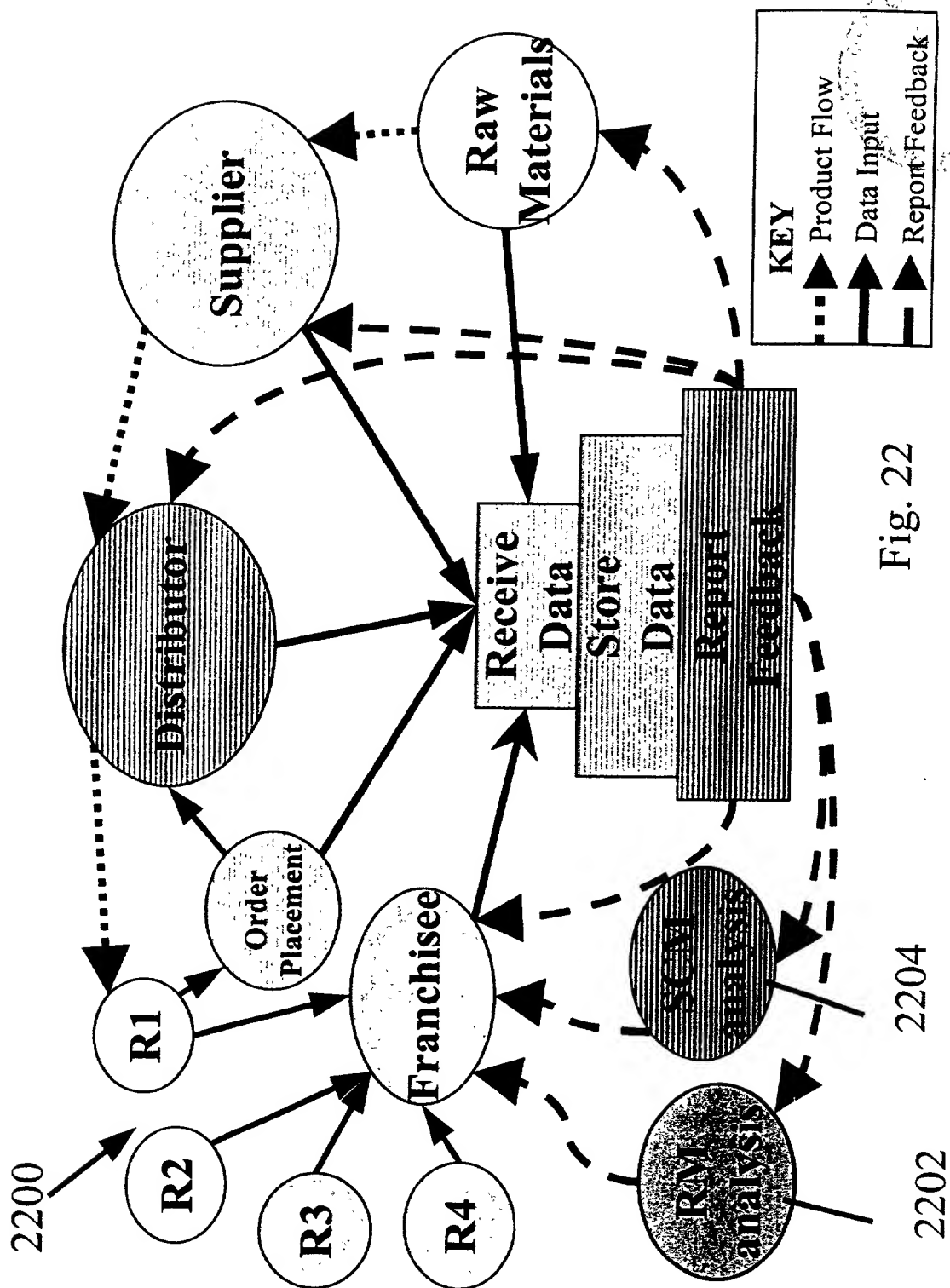
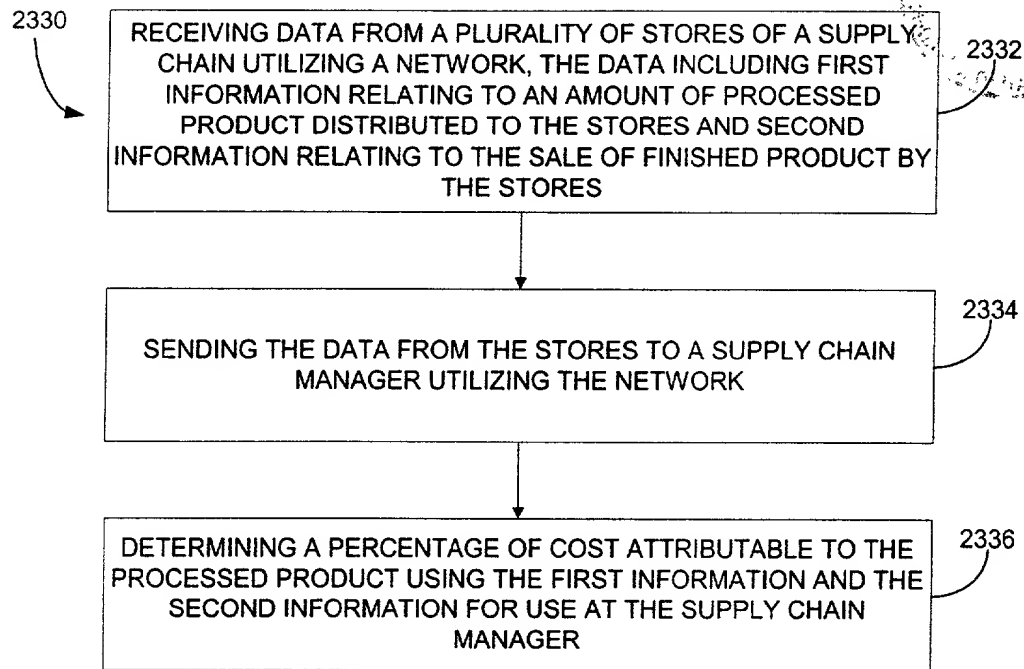


Fig. 22

2200

2202

2204



**FIG. 23**

FIG. 24

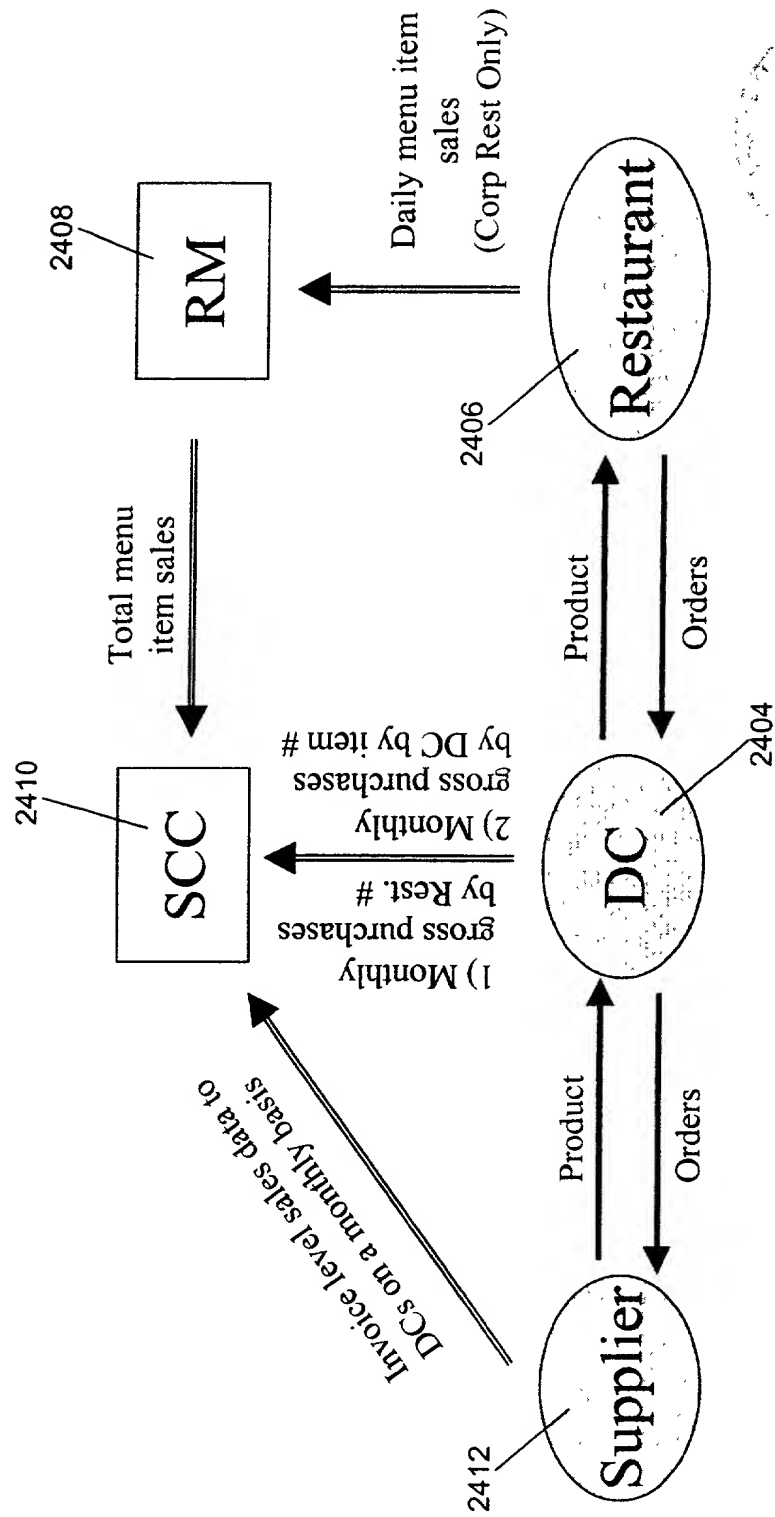
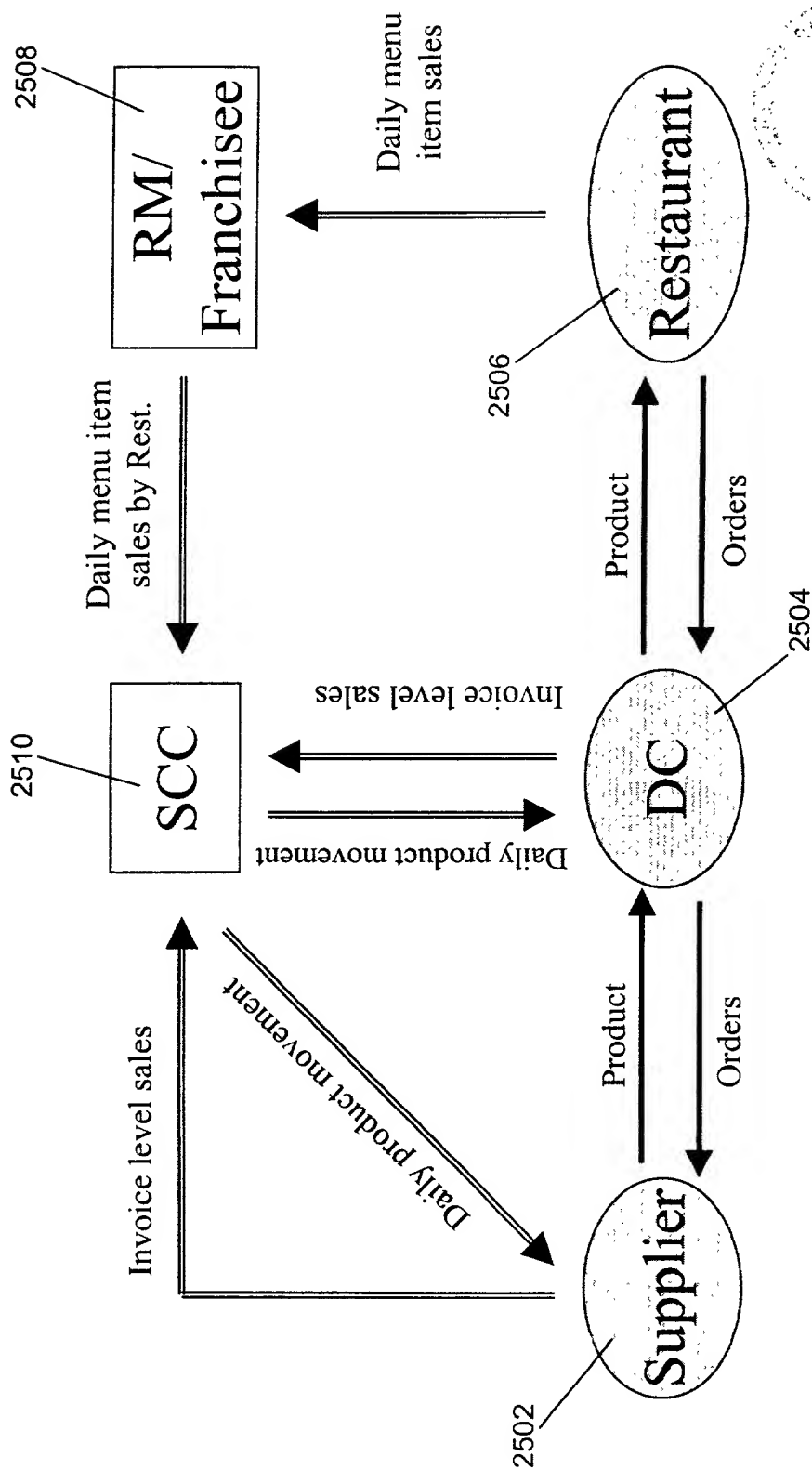


FIG. 25



# FIG. 26

2602

2604


Sales Forecast Worksheet - System																
Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc....																

2600

2602

2604

**FIG. 27**

2700 

Promotional Monitor - System & Regional													
		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWVM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWVM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%



2830

GENERATING DATA AT A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN ORDERING OF GOODS REQUIRED BY THE STORES

2832

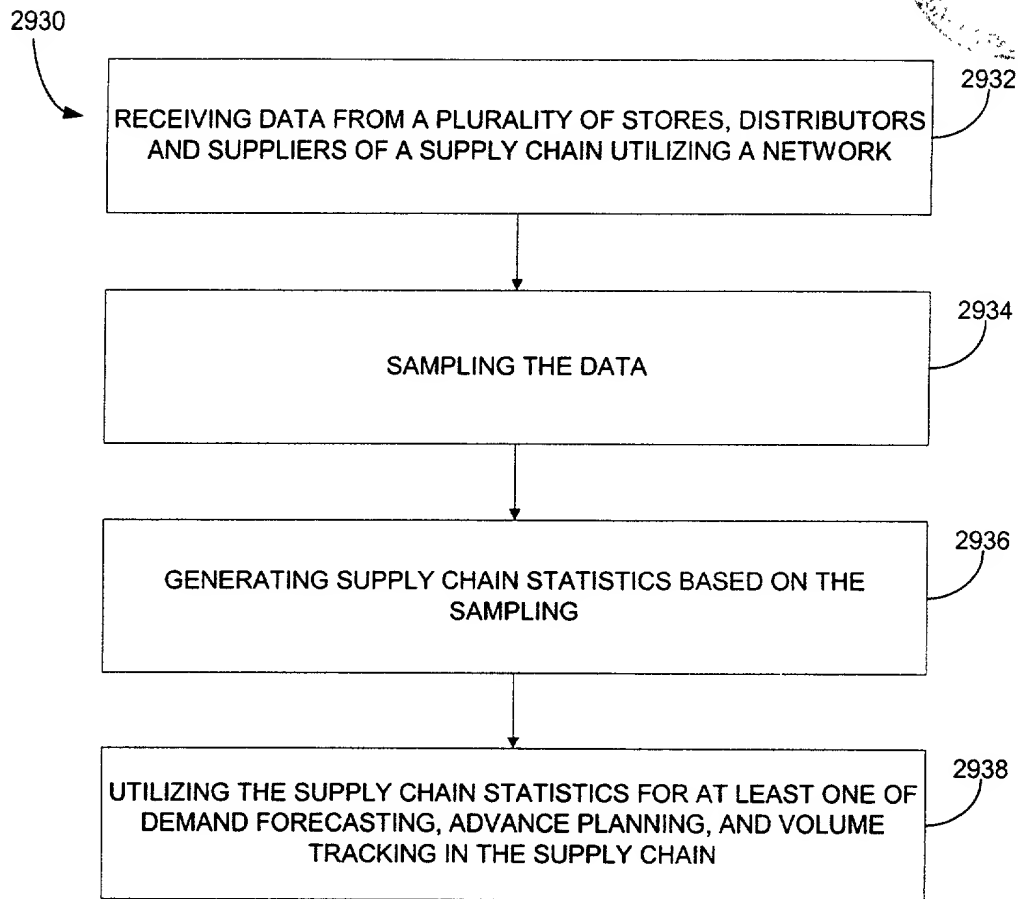
TAGGING THE DATA WITH A NUMERIC GOODS IDENTIFIER COMMON TO A PLURALITY OF DIFFERENT SUPPLY CHAIN PARTICIPANTS

2834

COMMUNICATING THE DATA AND THE NUMERIC GOODS IDENTIFIER TO AT LEAST ONE OF THE SUPPLY CHAIN PARTICIPANTS UTILIZING THE NETWORK, WHEREIN THE AT LEAST ONE SUPPLY CHAIN PARTICIPANT IS CAPABLE OF USING THE DATA AND THE NUMERIC GOODS IDENTIFIER FOR FULFILLMENT OF THE ORDER

2836

**FIG. 28**



**FIG. 29**

3000

Distribution Center:	Alliant Topeka
----------------------	----------------

Time Period (Month/Yr): Jun-00

**Delivery Order Fill Rate**

Total Cases Ordered:	65712
----------------------	-------

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

	Cases	Percent
Distribution Center Total:		
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

<b>Delivery Order Fill Rate:</b>	<b>97.52%</b>
----------------------------------	---------------

### On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

**FIG. 30**

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

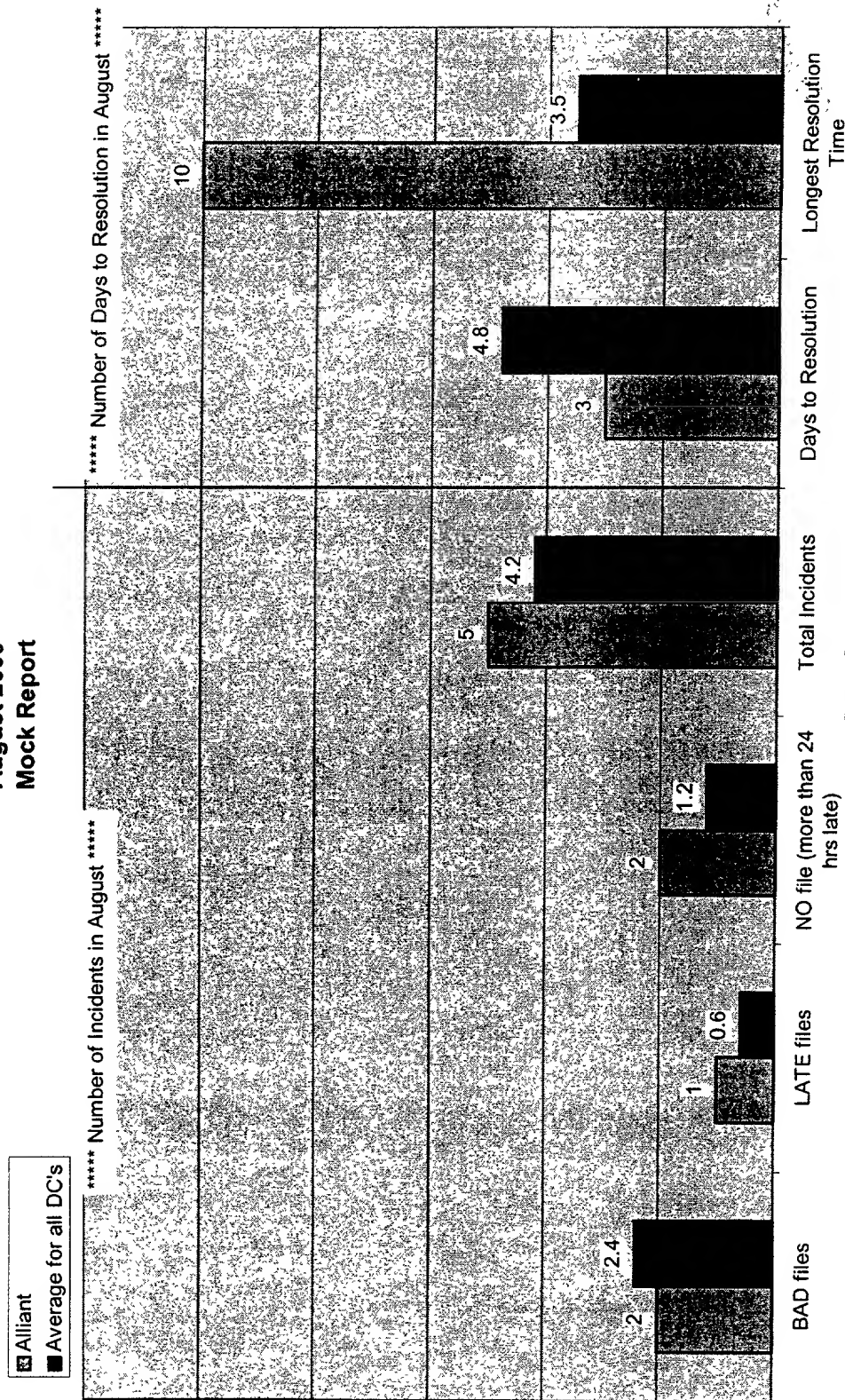


FIG. 31

3200



# Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29 Conklin	99.41%		79.25%
Maines 30 Cleveland			
Maines Long Island	99.41%		
Maines New England			
MBM Fullerton	99.13%		79.83%
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.18%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%		80.47%
Shamrock Commerce City			85.13%
Shamrock Phoenix	98.81%		
Sygma Harrisburg			
Sygma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

3300

**Vendor:**

XYZ Company

**Time Period:**

Aug-00

3300

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

**Inventory Management:**

Average Days On Hand

SKU #1  
SKU #2

19
22

Max Days On Hand

SKU #1  
SKU #2

40
32

Monthly Carrying Cost

SKU #1  
SKU #2  
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

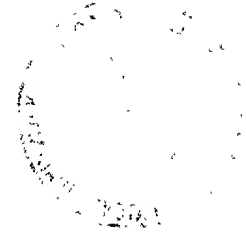
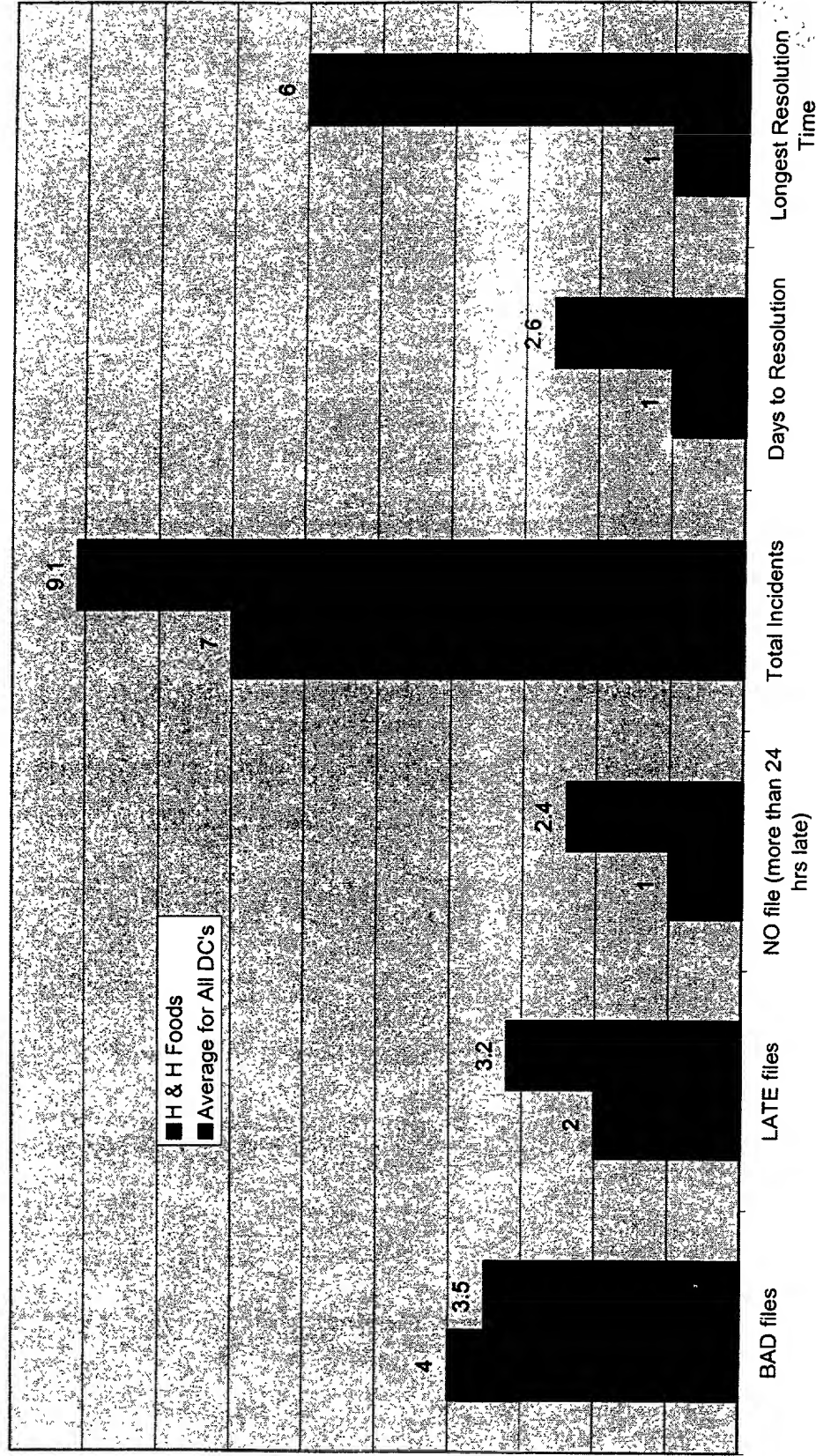


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →



1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100



3500

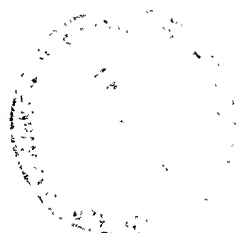
FIG. 35

Service Level Reporting  
November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC			
SILVER KING - MN - CORP			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE - AIR			
COMPONENT HARDWARE GROUP, INC.			
COGA - COLA USA			
TOASTMASTER			1.55%
GRANT COUNTY FOODS			2.20%
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.





3600

# Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
--	-------	--------	--------	--------	--------	--------	--------	--------	--------

## Food Cost Index

Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									

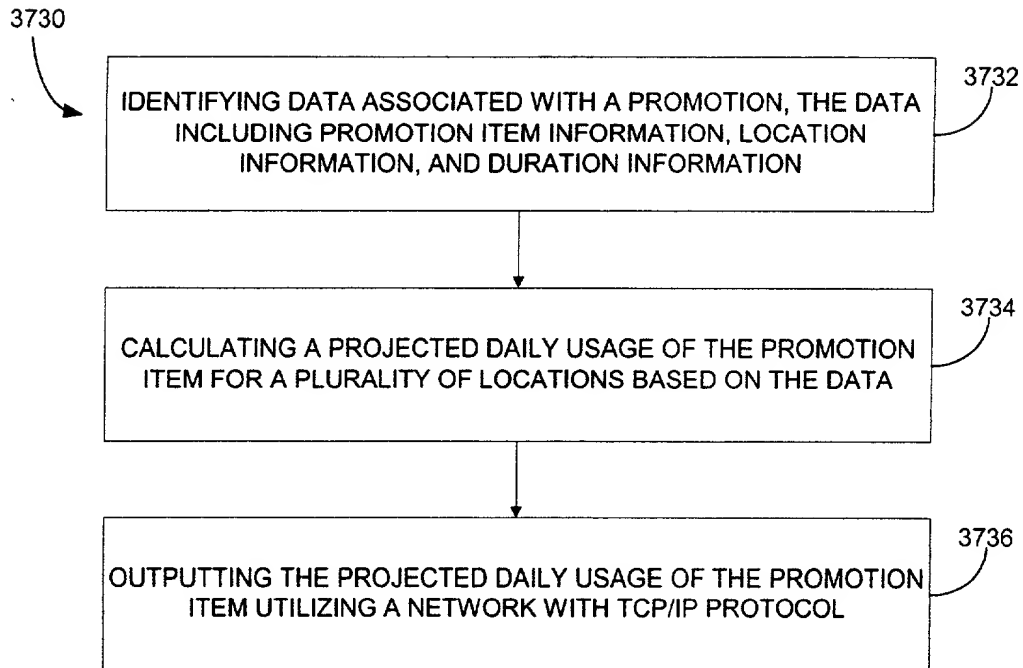
## Total Dollar Purchases (in Millions) /2

Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

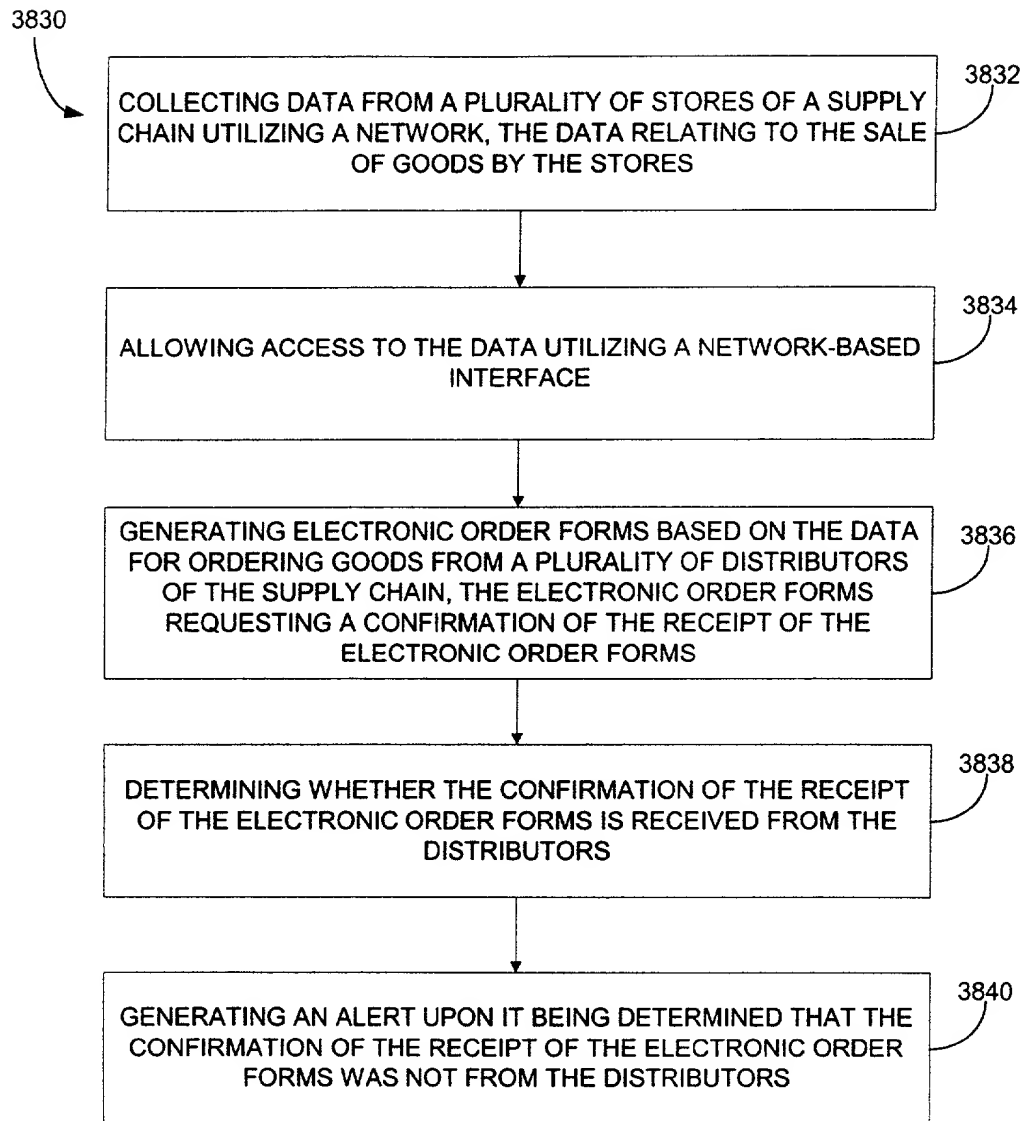
/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

FIG. 36

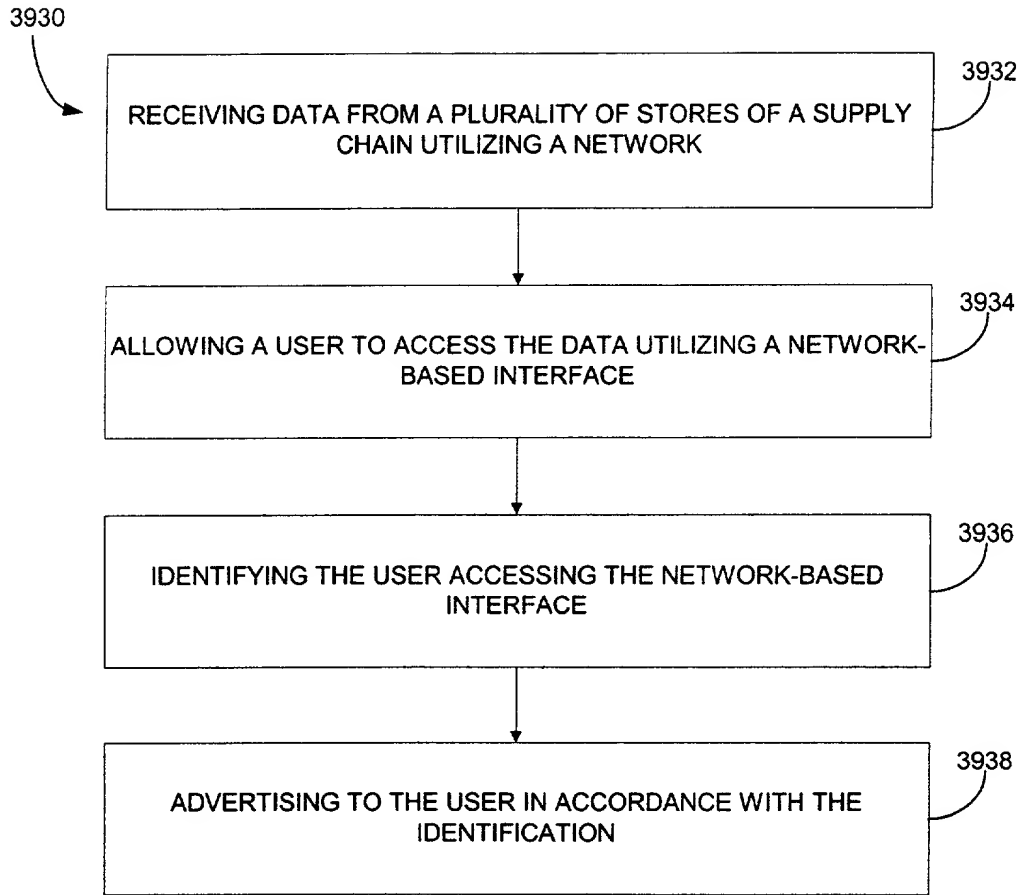




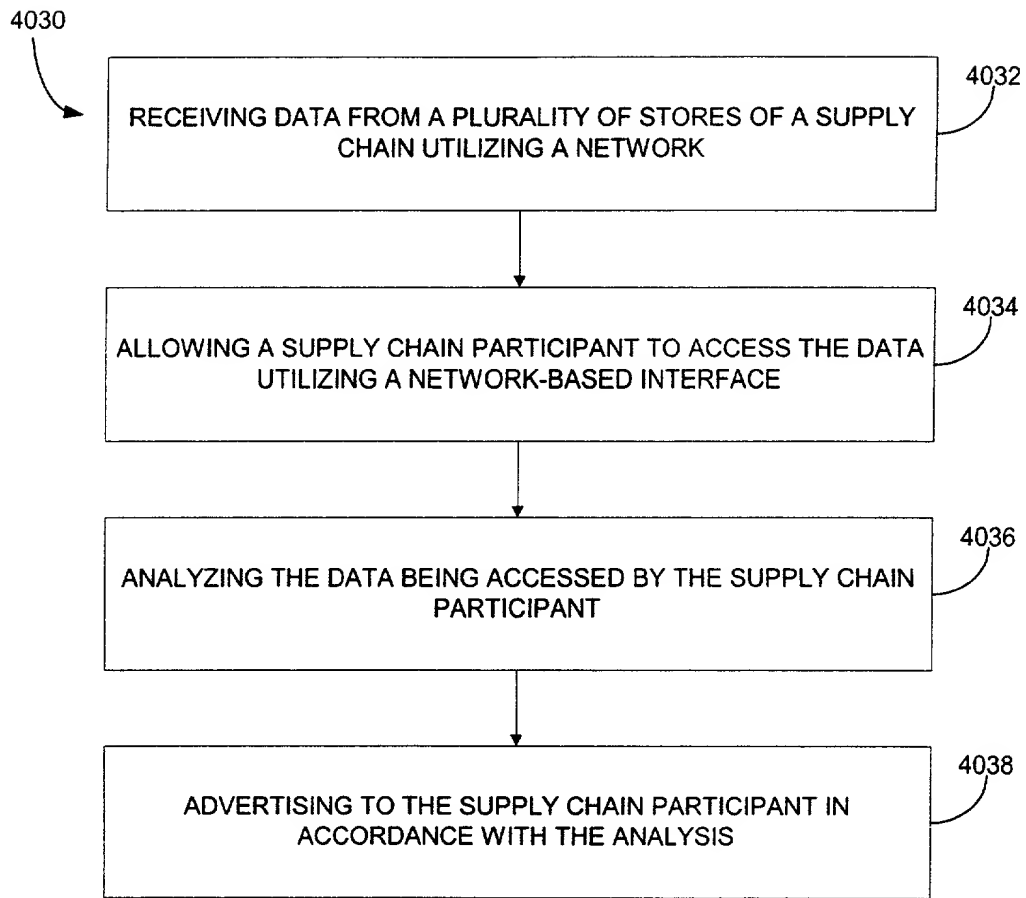
**FIG. 37**



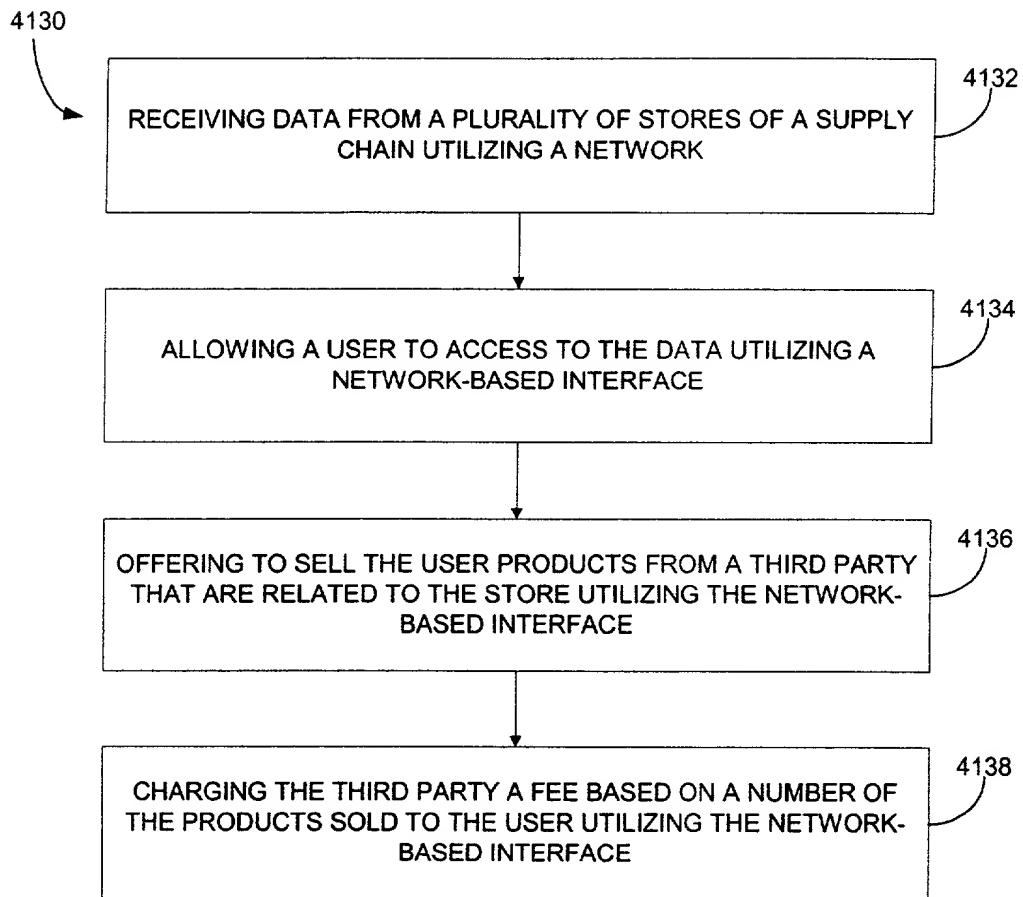
**FIG. 38**



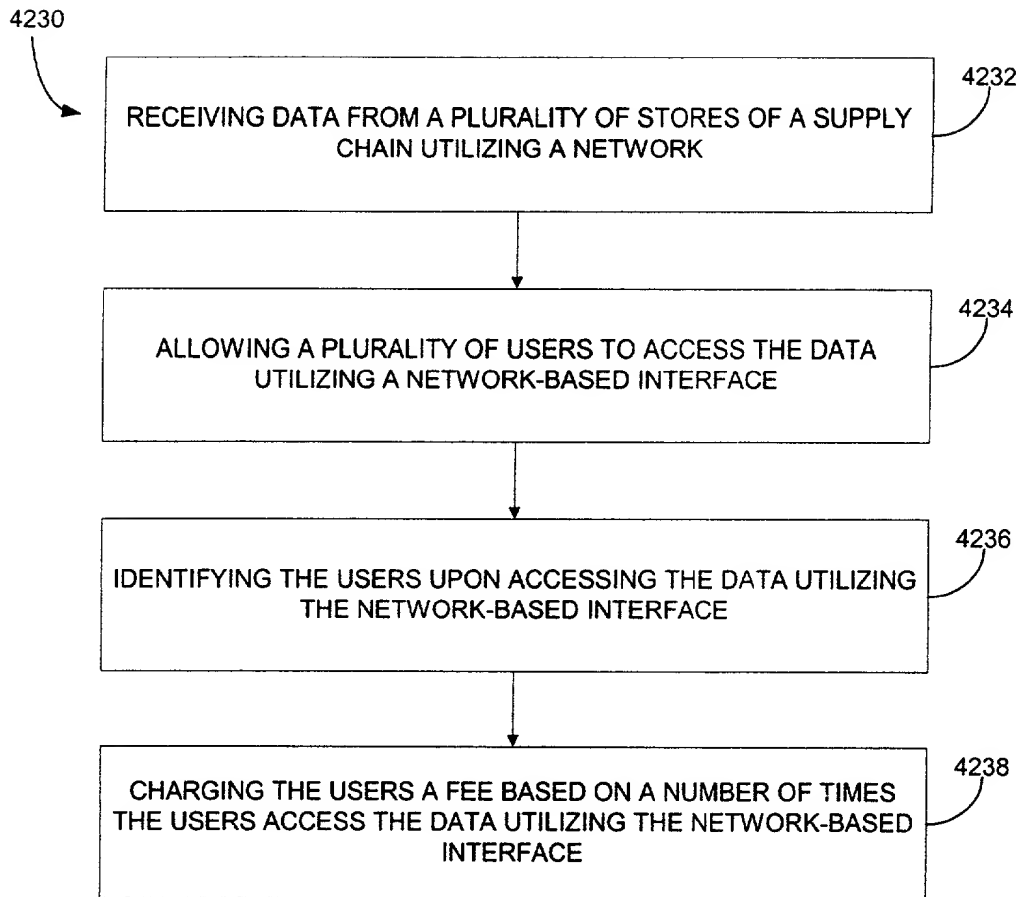
**FIG. 39**



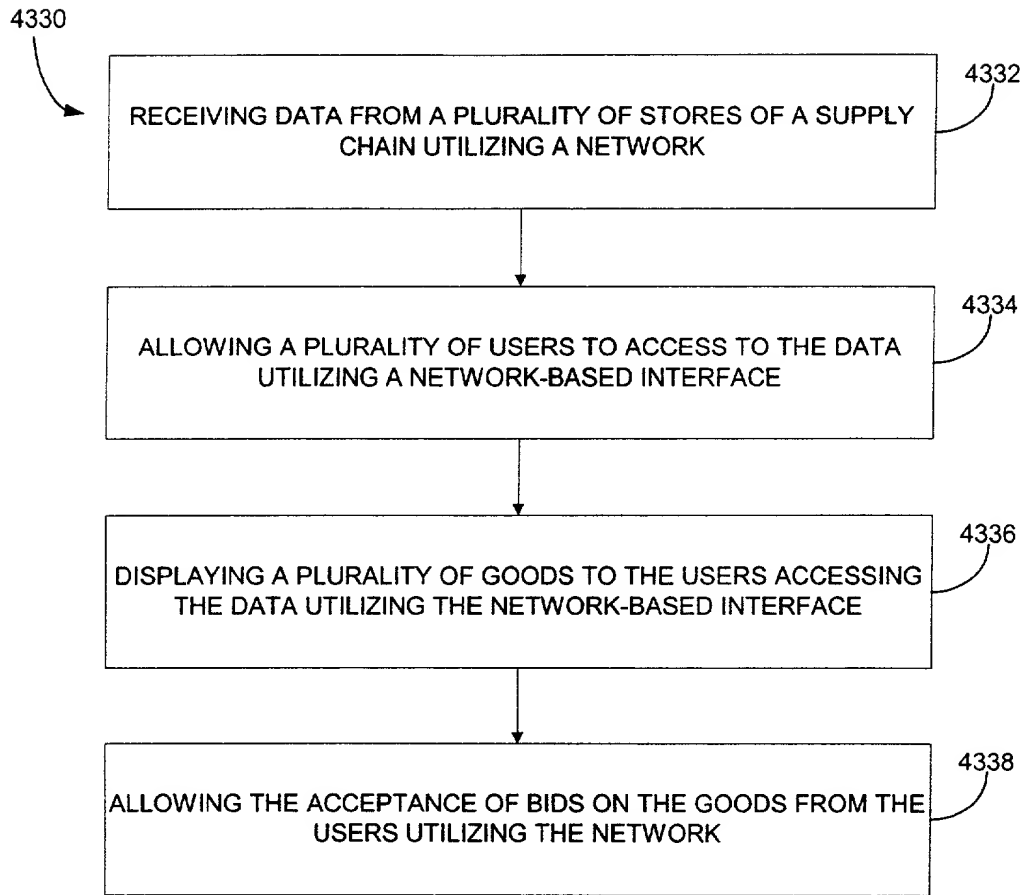
**FIG. 40**



**FIG. 41**

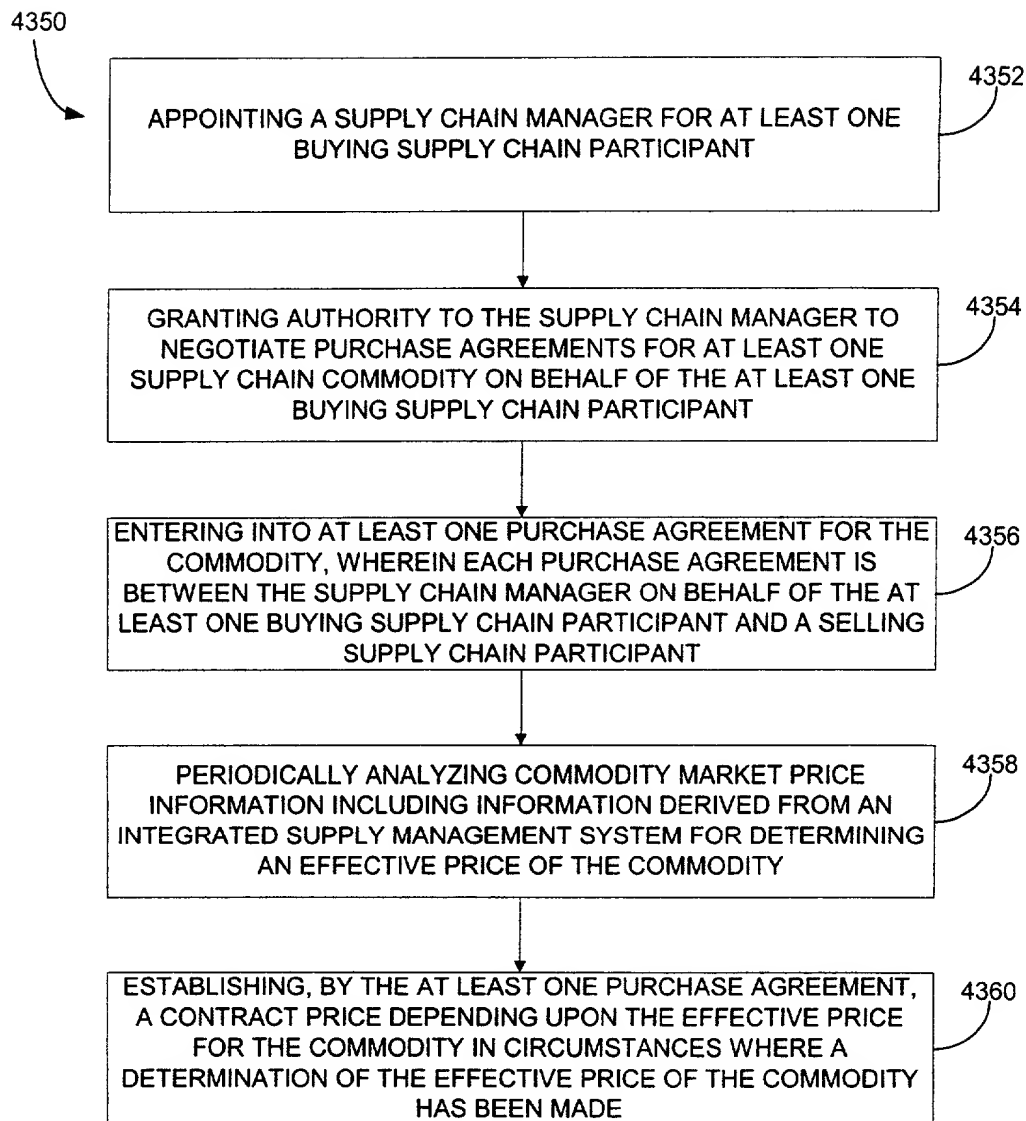


**FIG. 42**

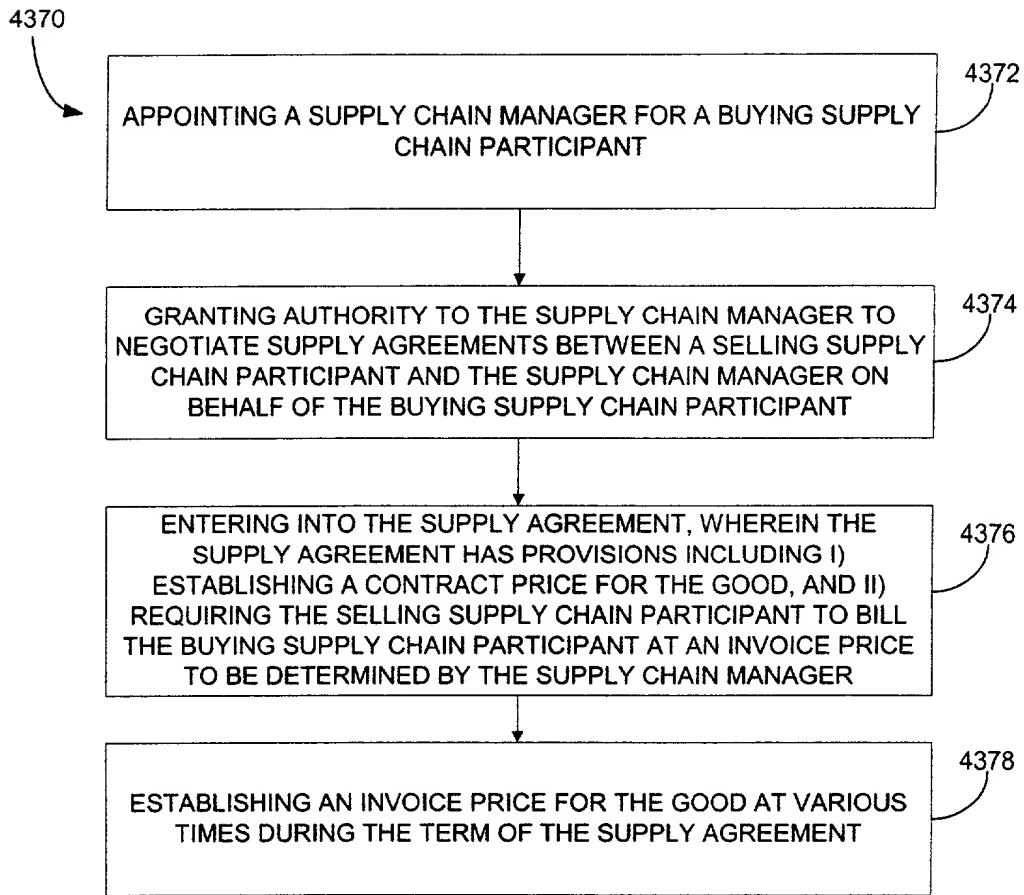


**FIG. 43A**

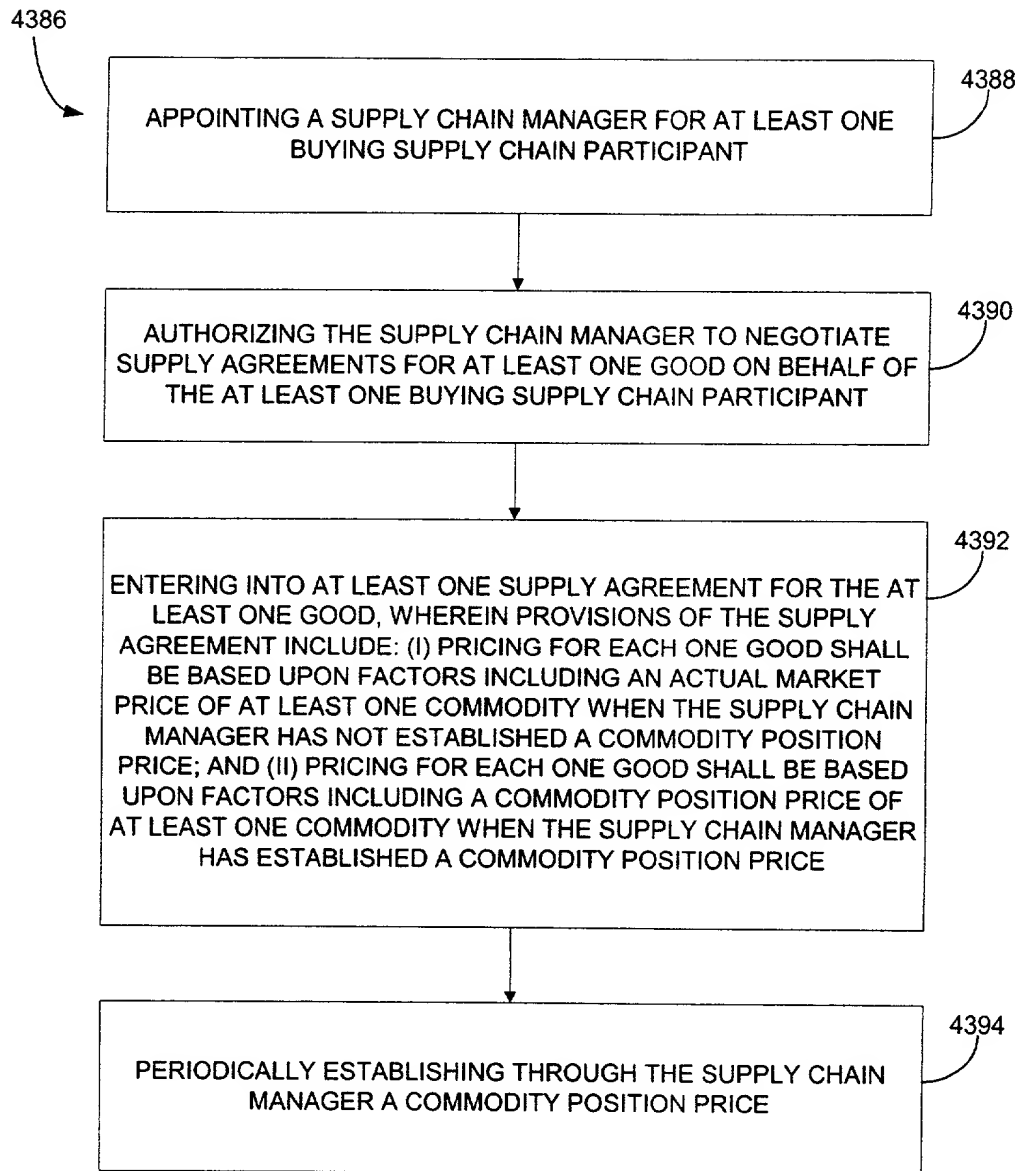




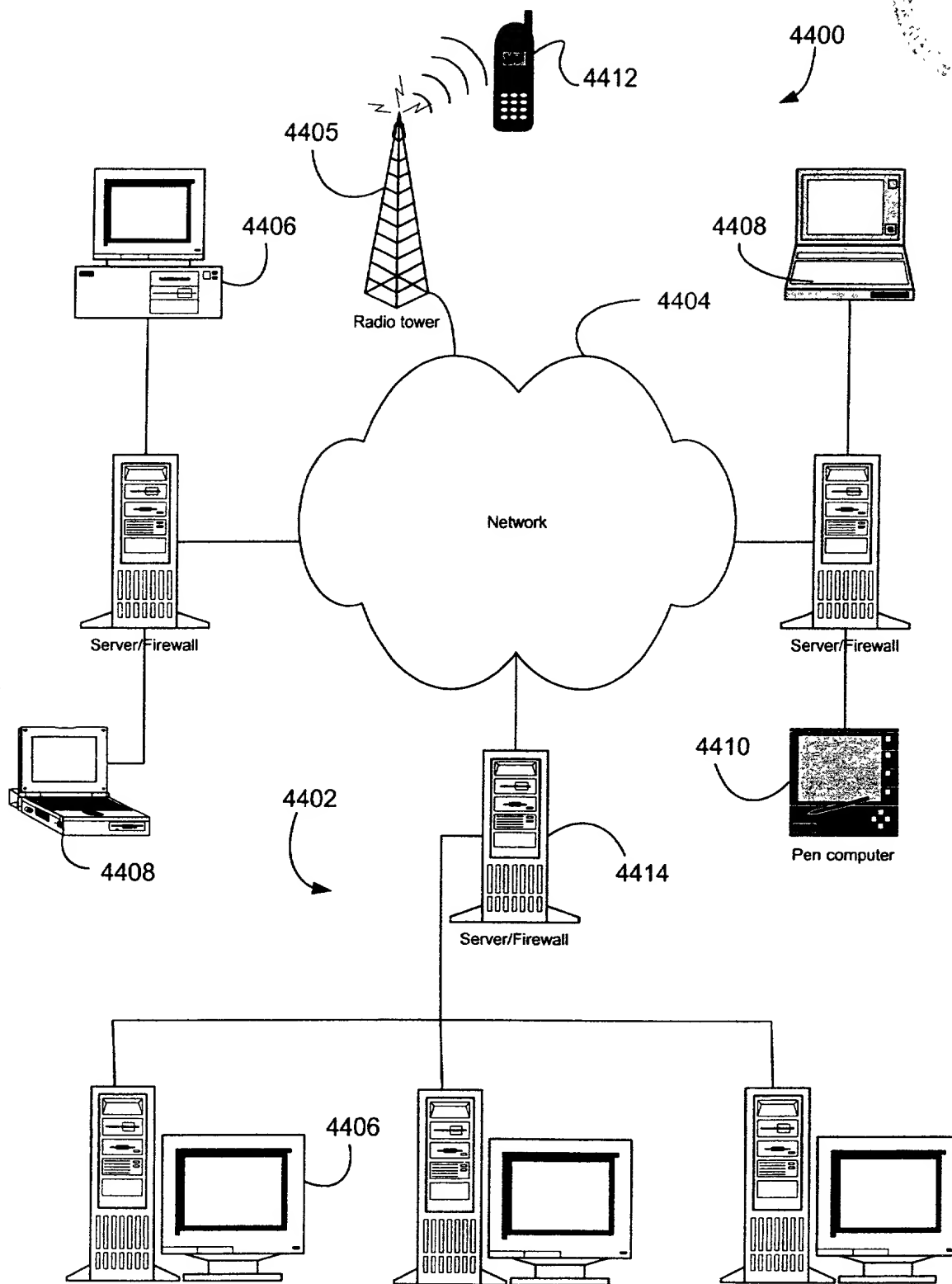
**FIG. 43B**



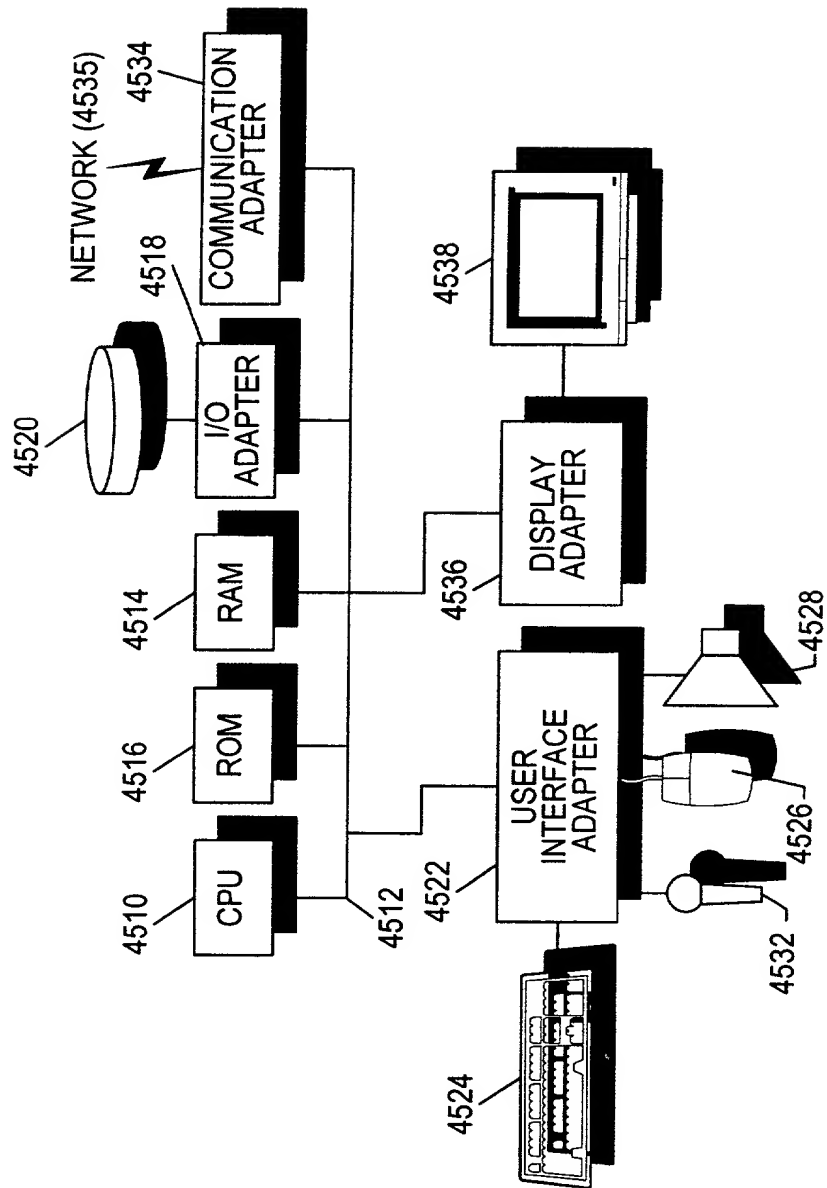
**FIG. 43C**



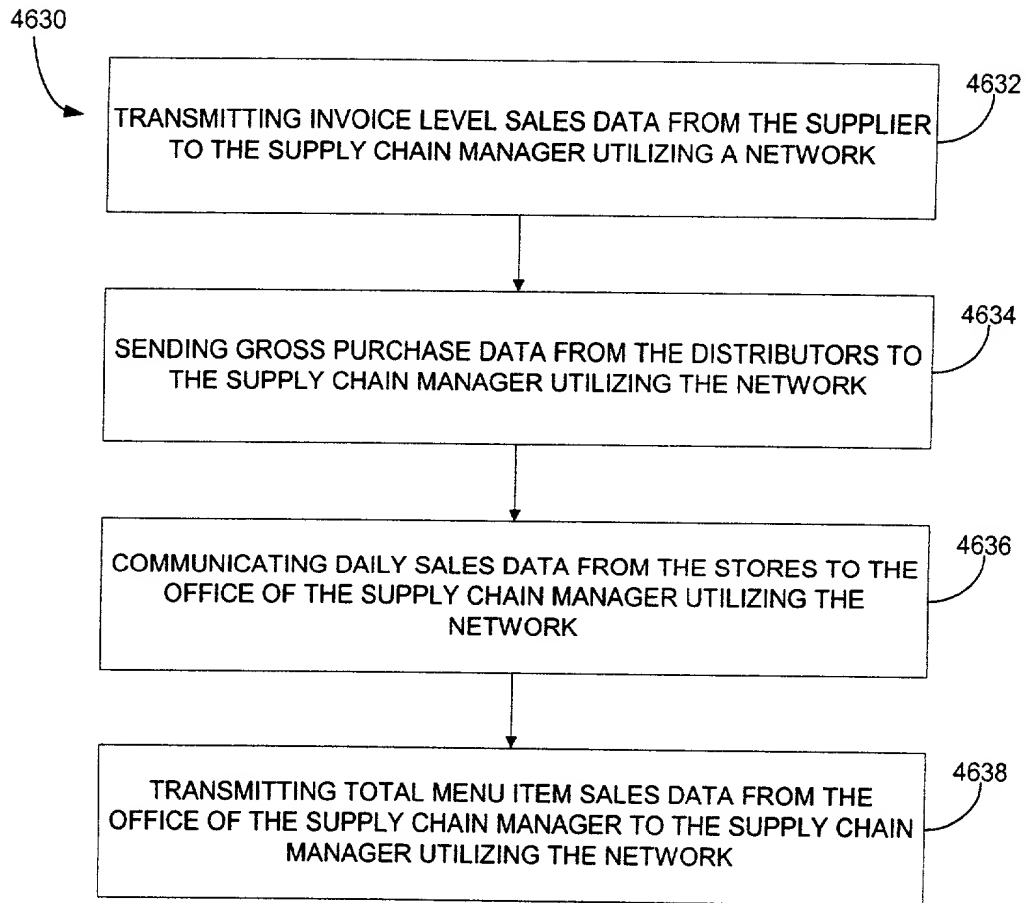
**FIG. 43D**



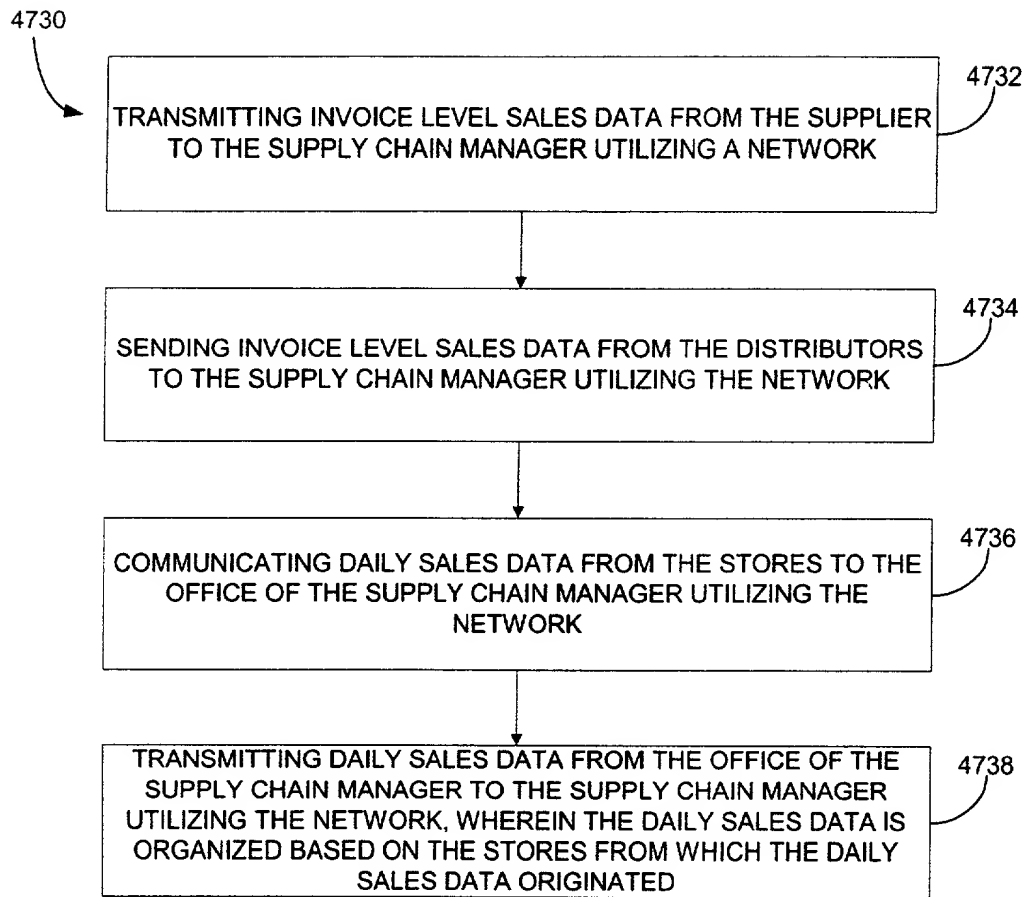
**FIG. 44**



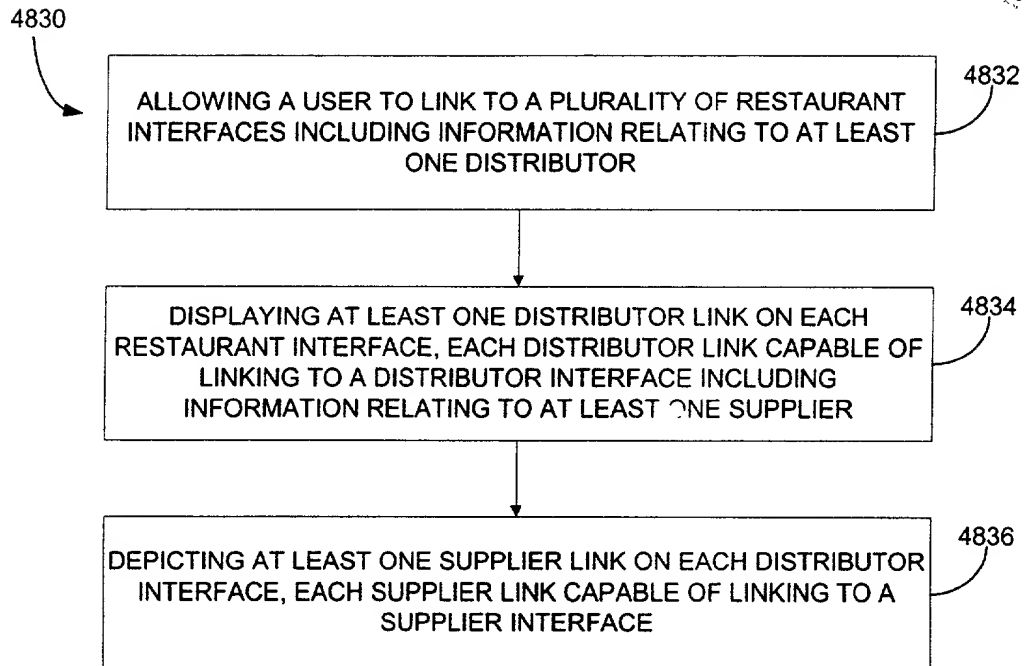
**FIG. 45**



**FIG. 46**



**FIG. 47**



**FIG. 48**



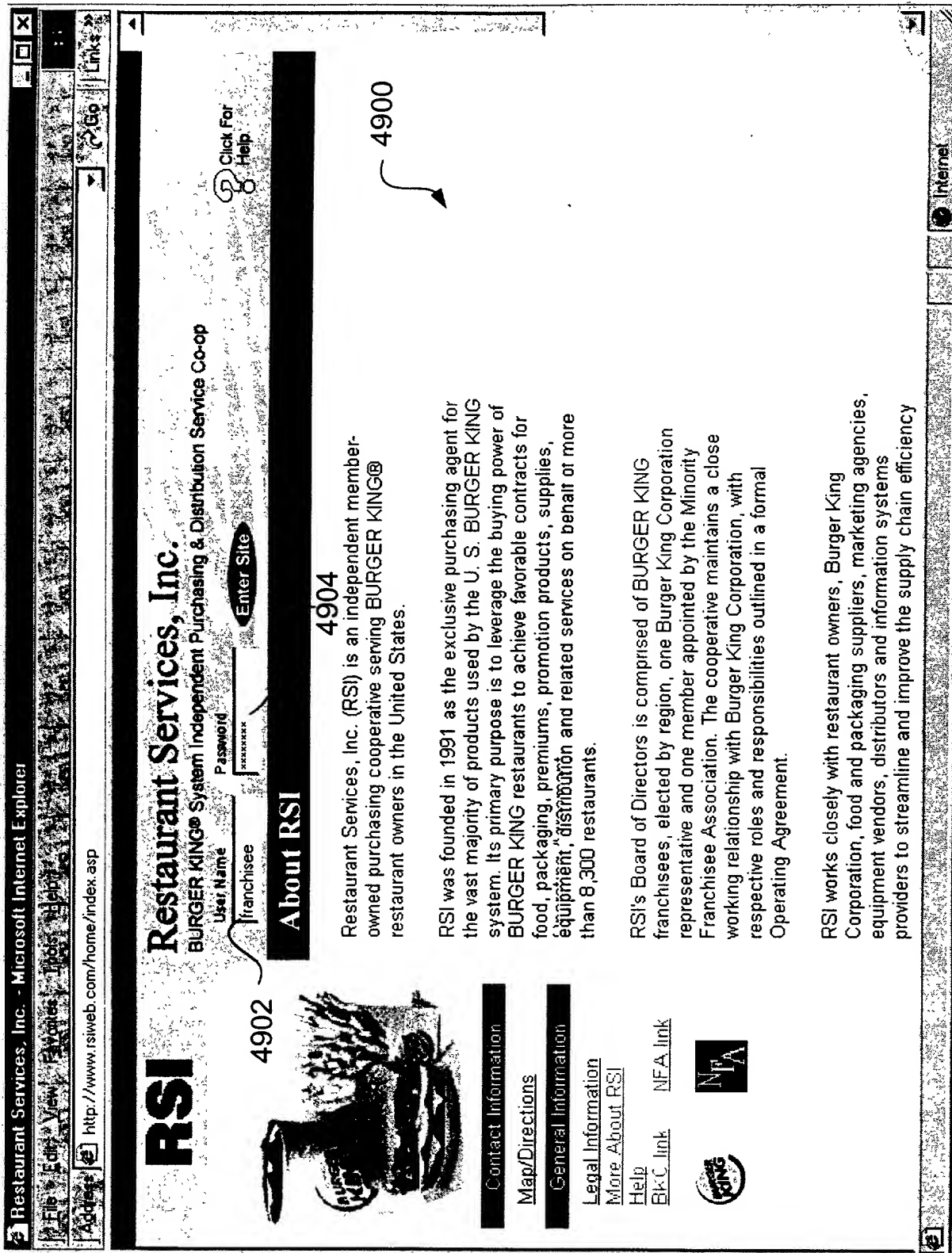


FIG. 49

**RSI Main Menu - Microsoft Internet Explorer**

Address: http://www.rsiweb.com/home/start.asp

---

**Welcome Franchisee User! Tuesday, October 24, 2000**

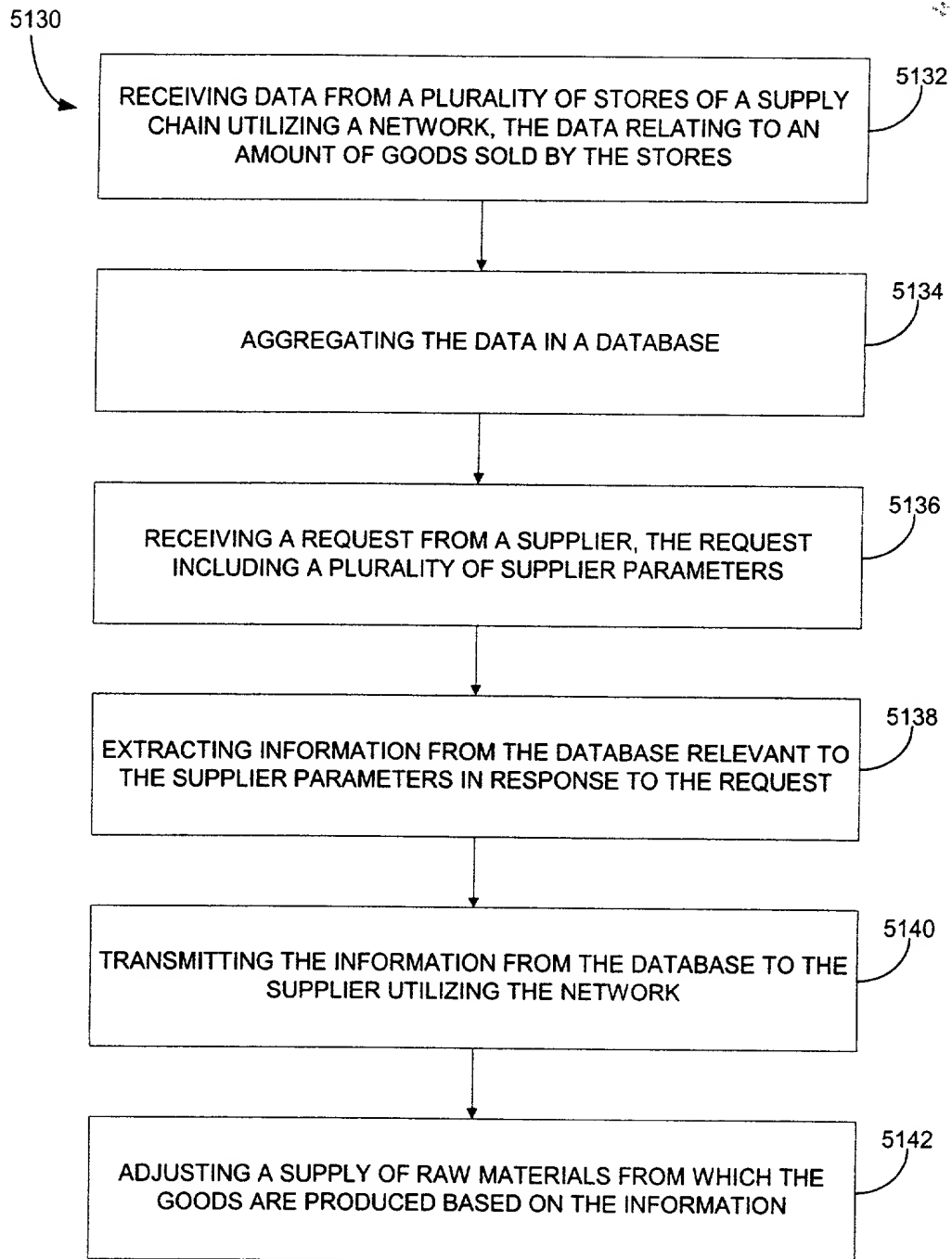
**REMINDER** BK Cravers Menu items will continue to be offered after national advertising ends November 5

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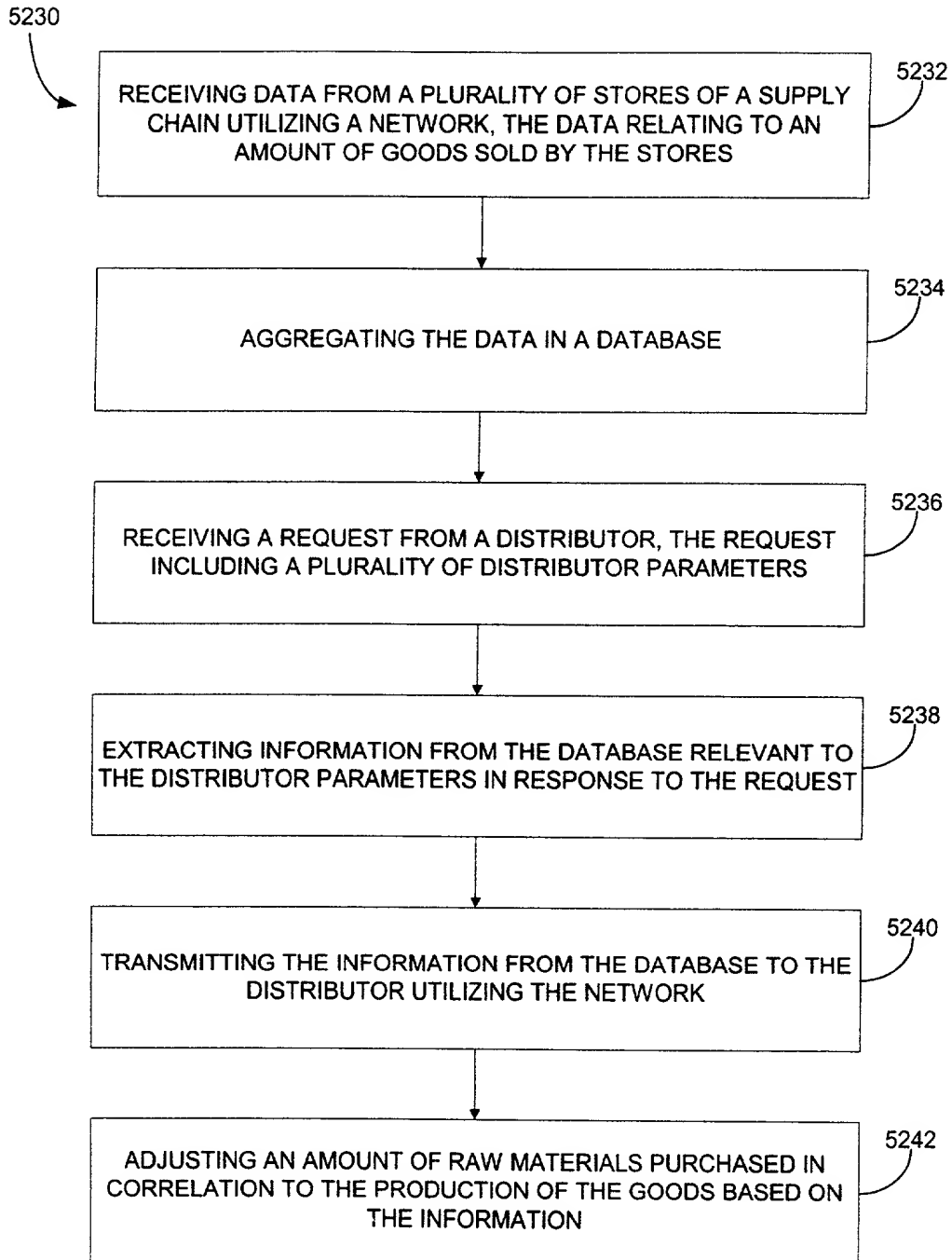
<p><b>Member</b></p> <ul style="list-style-type: none"> <li><a href="#">LOGOUT</a></li> <li><a href="#">HOME</a></li> </ul>	<p><b>Franchisee</b></p> <ul style="list-style-type: none"> <li><a href="#">Reports</a></li> <li><a href="#">Personal Info</a></li> <li><a href="#">Legal Information</a></li> <li><a href="#">Help</a></li> </ul>	<p><b>Franchisee</b></p> <hr/> <ul style="list-style-type: none"> <li>• <a href="#">POS/BQH System</a> Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.</li> <li>• <a href="#">Redbook</a></li> <li>• <a href="#">More</a></li> </ul> <p><b>Personal Info</b></p> <hr/> <ul style="list-style-type: none"> <li>• <a href="#">Change Password</a></li> <li>• <a href="#">Edit Personal Info</a> Edit your personal information.</li> <li>• <a href="#">More</a></li> </ul>	<p><b>Reports</b></p> <hr/> <ul style="list-style-type: none"> <li>• <a href="#">Landed Cost</a> The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.</li> <li>• <a href="#">More</a></li> </ul> <p><b>Legal Information</b></p> <hr/> <p>Terms and conditions of usage and Privacy Statement.</p>
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**FIG. 50**



**FIG. 51**



**FIG. 52**



Local DC Promotion Forecast Report - Microsoft Internet Explorer

Address

http://test.islink.com/dc/d\_rplpromodel.asp?dc=26576

File Edit View Options Help

Done

Internet

RSI

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

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Local Promotion Option	ADI	Start Date	Projected Qty Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	6/1/00	85	99	8	
	Davenport-RI-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/10/00	85	17	28	
	Omaha, NE	7/10/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/25/00	85	99	10	
	Springfield-Decatur-Chmpg, IL	6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King	Cedar Rapids-Watkins-Dubuq, IA	4/15/00		99	19	
	Davenport-RI-Moline, IA	4/15/00		99	17	
	Ottumwa-Kirksville, IA	4/15/00		99	3	
Big King Total					39	
Pancake Minis	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	6/1/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
Pancake Minis Total					35	

FIG. 54

11/23/2003 10:34:36 AM

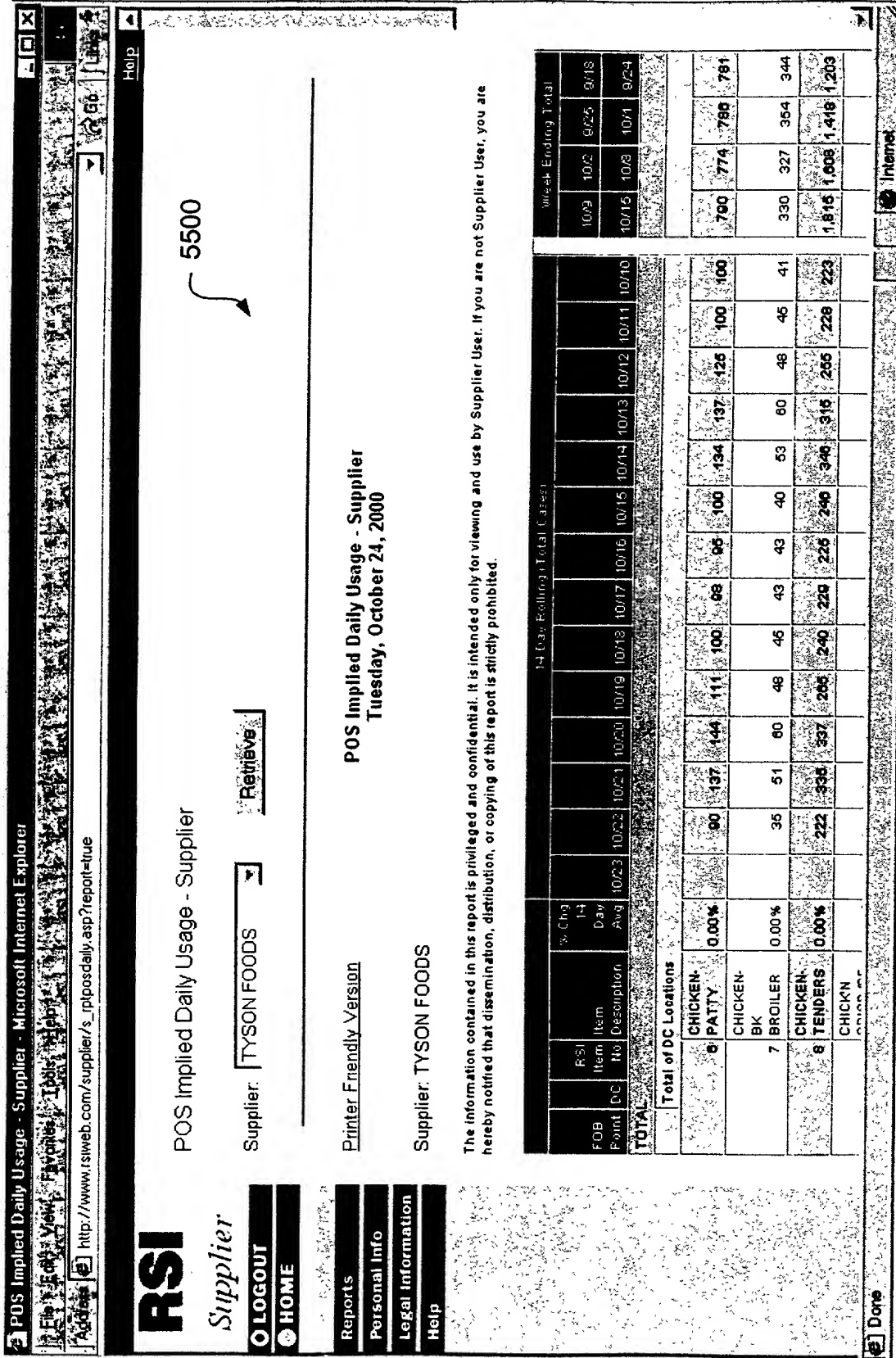


FIG. 55

*Member*

**LOGOUT**

**HOME**

## Franchisee

## Reports

## Personal Info


## Legal Information

**Help**

## Landed Cost Report

5600

**Restaurant Number:**

0003473 

Date: 10/22/00

## Retrieve

## Printer Friendly Version

# Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

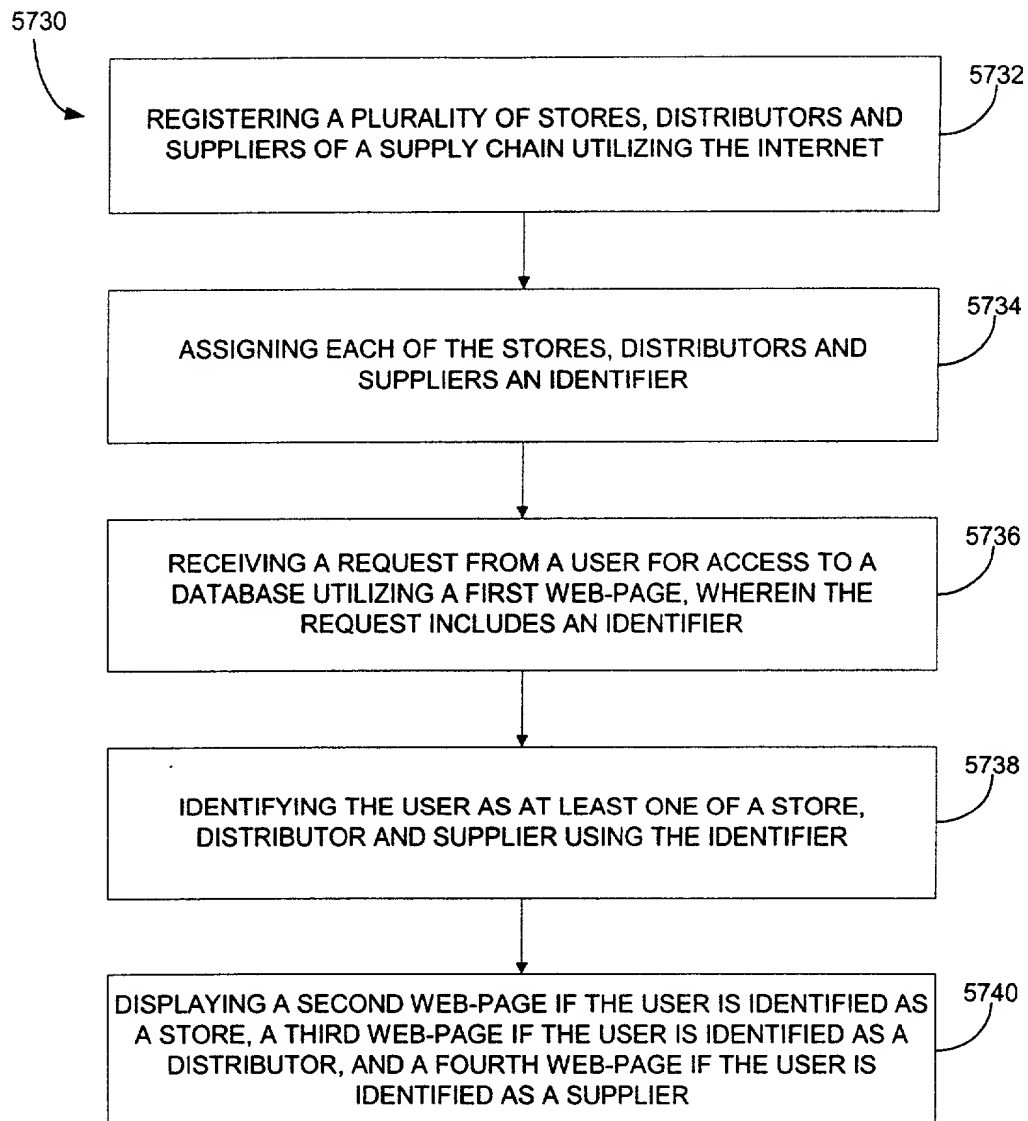
Report Contact: Robert Harris  
Contact Number: 305-529-3409

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DC Item No	RSL Item No	RSL Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 105'	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18086	309	SAUCE BULK-KRAFTBULL'S EYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	87	MUSTARD-BULK-3 GAL	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
24340	86	SAUCE BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98
				Internet	

**FIG. 56**





**FIG. 57**

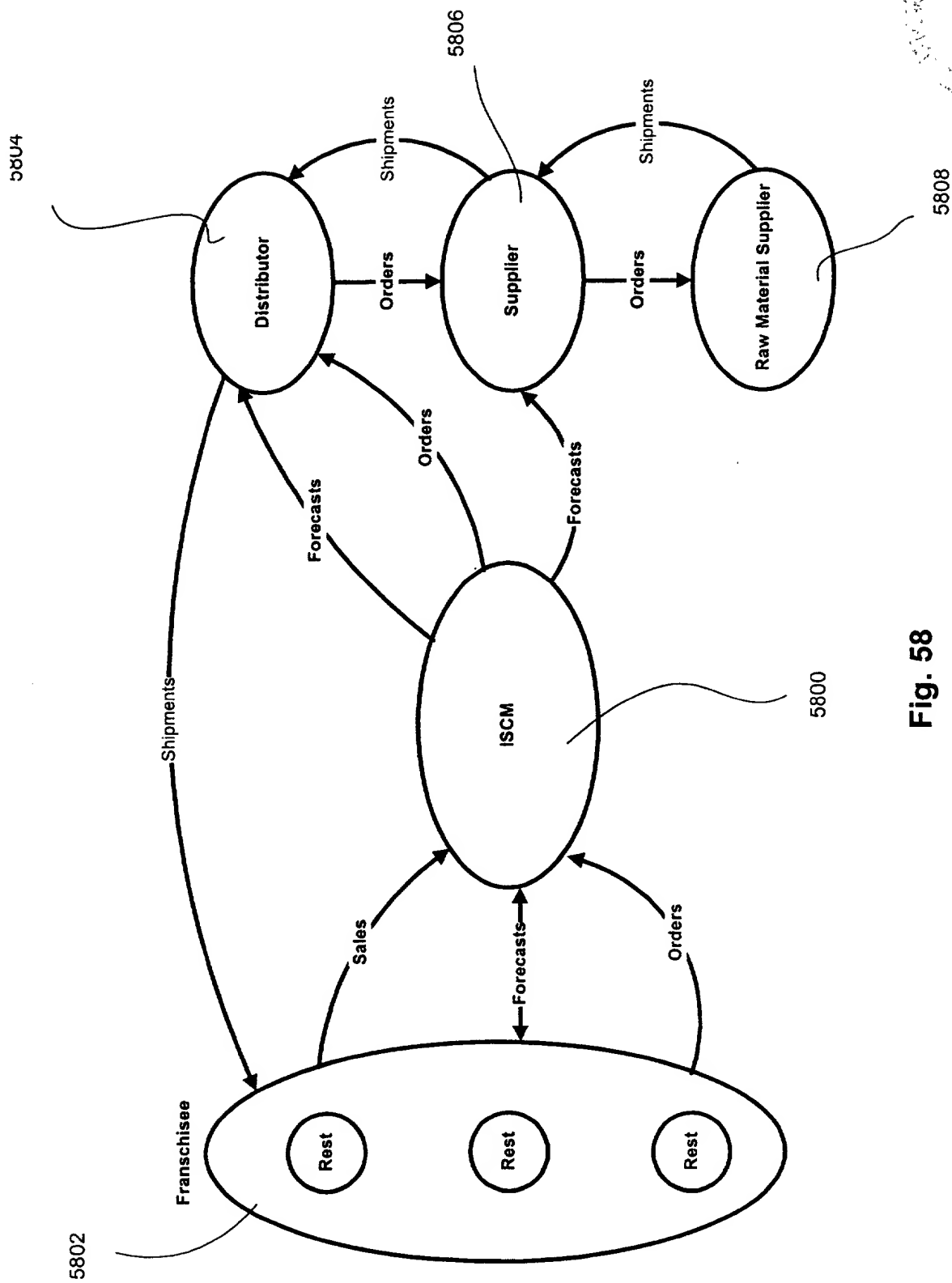
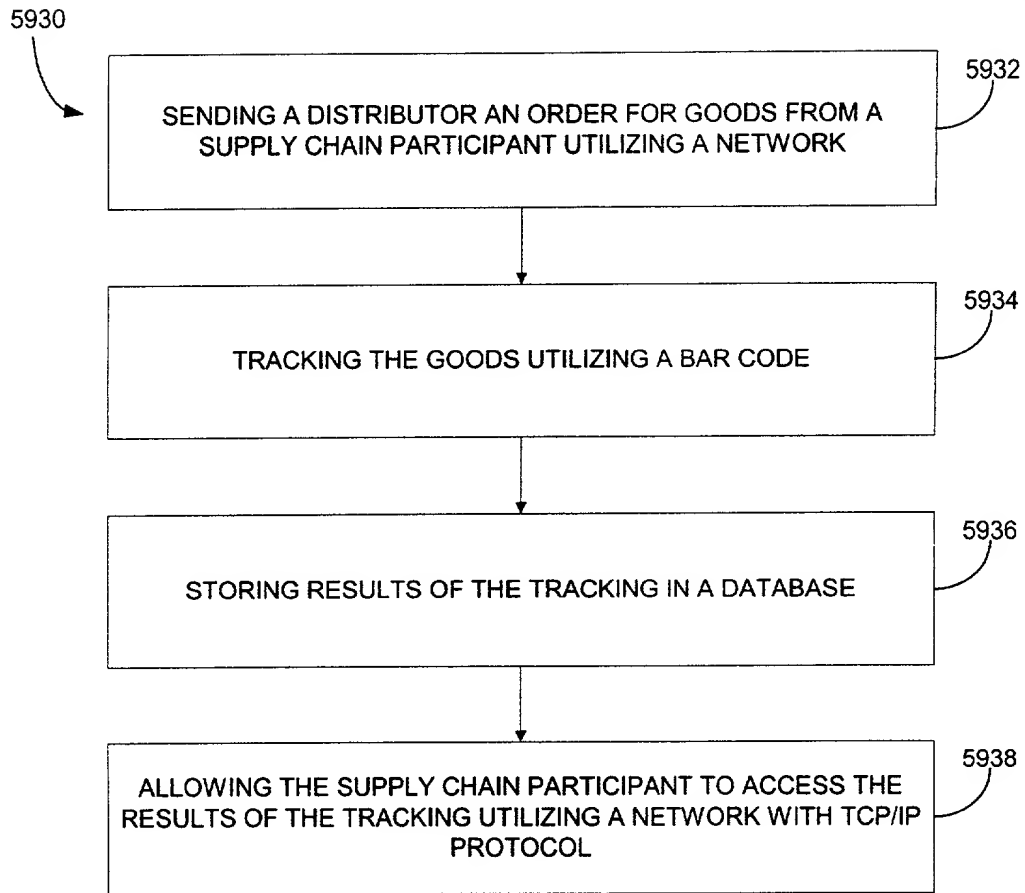


Fig. 58



**FIG. 59**

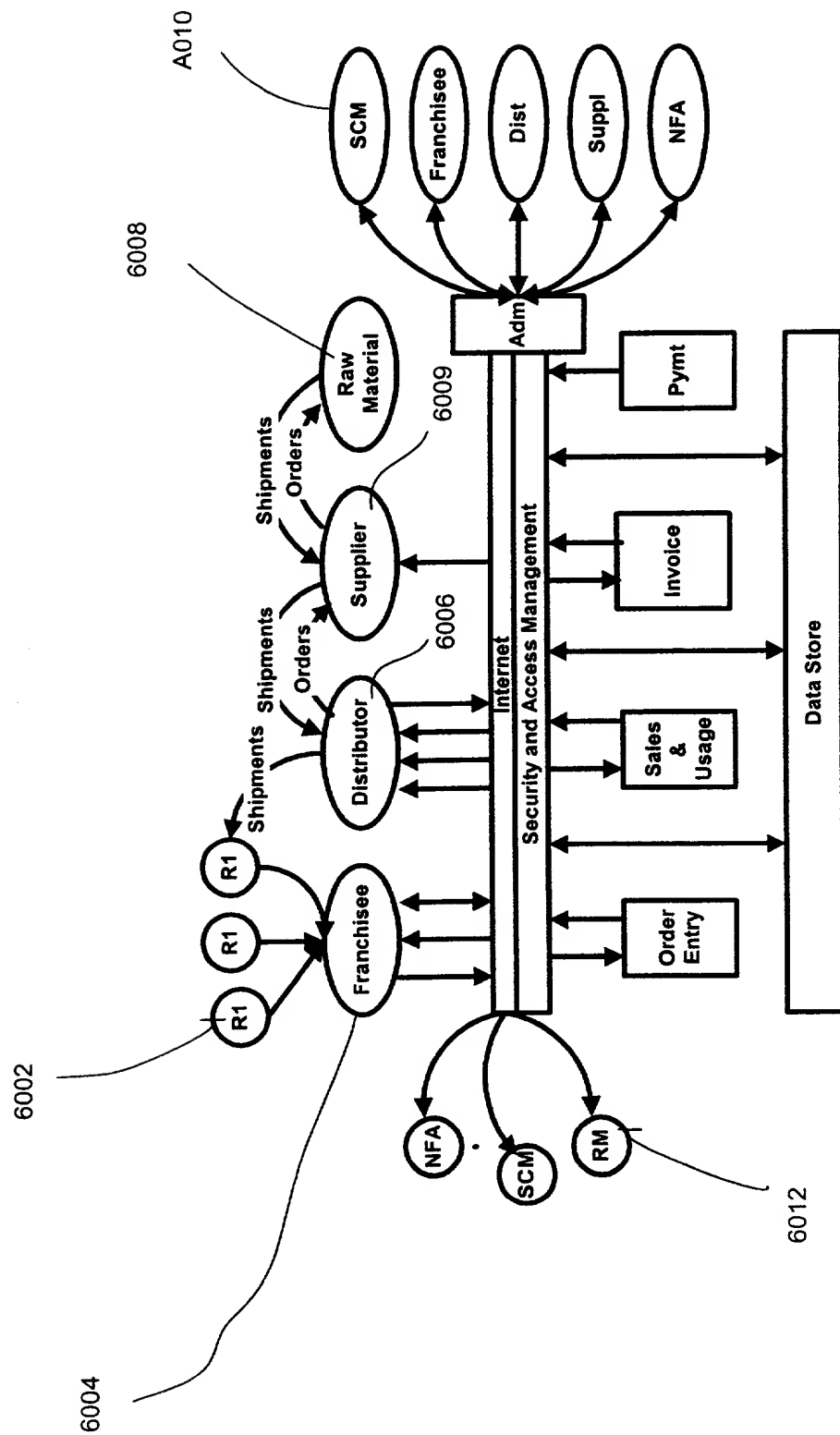


Fig. 60

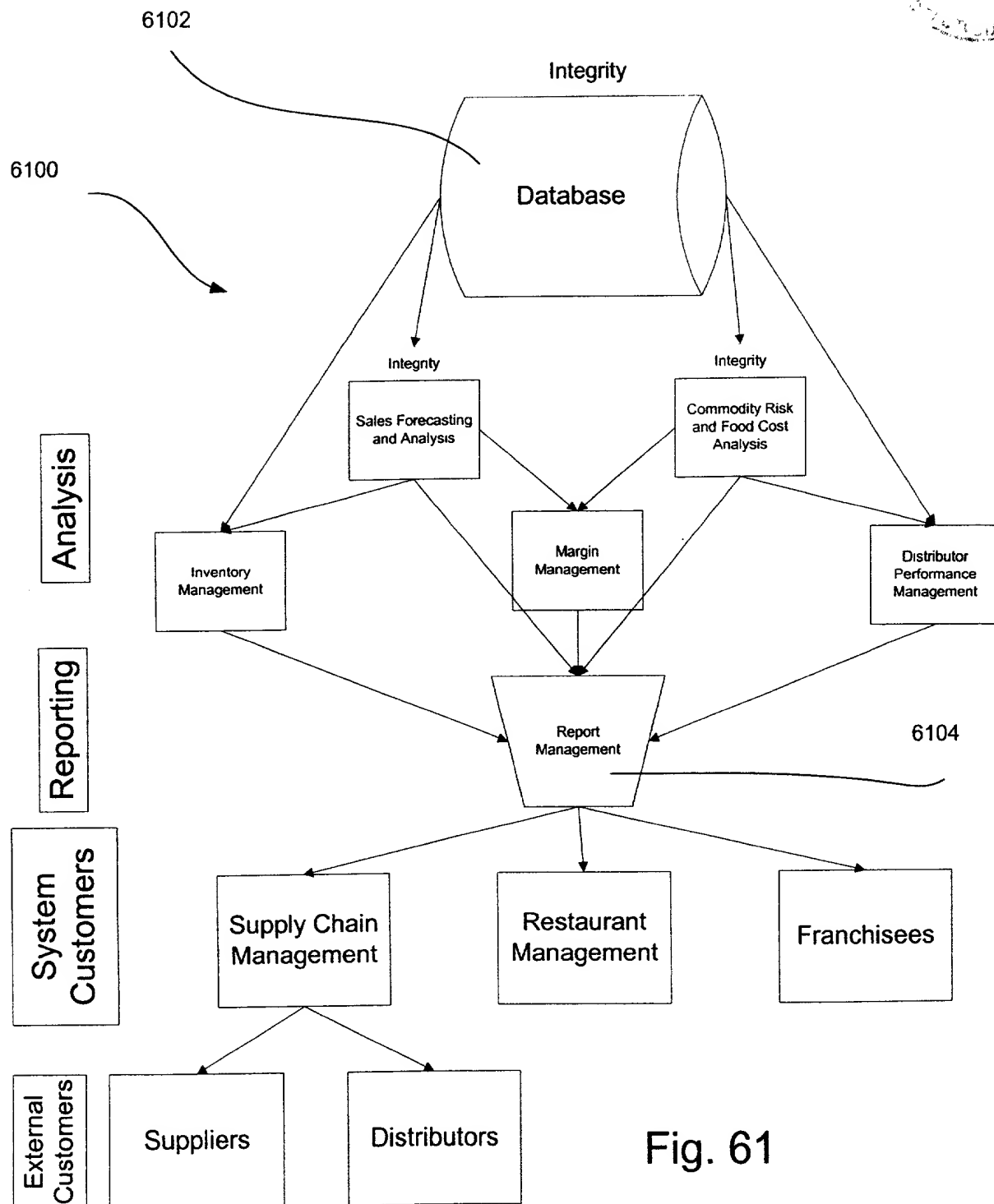
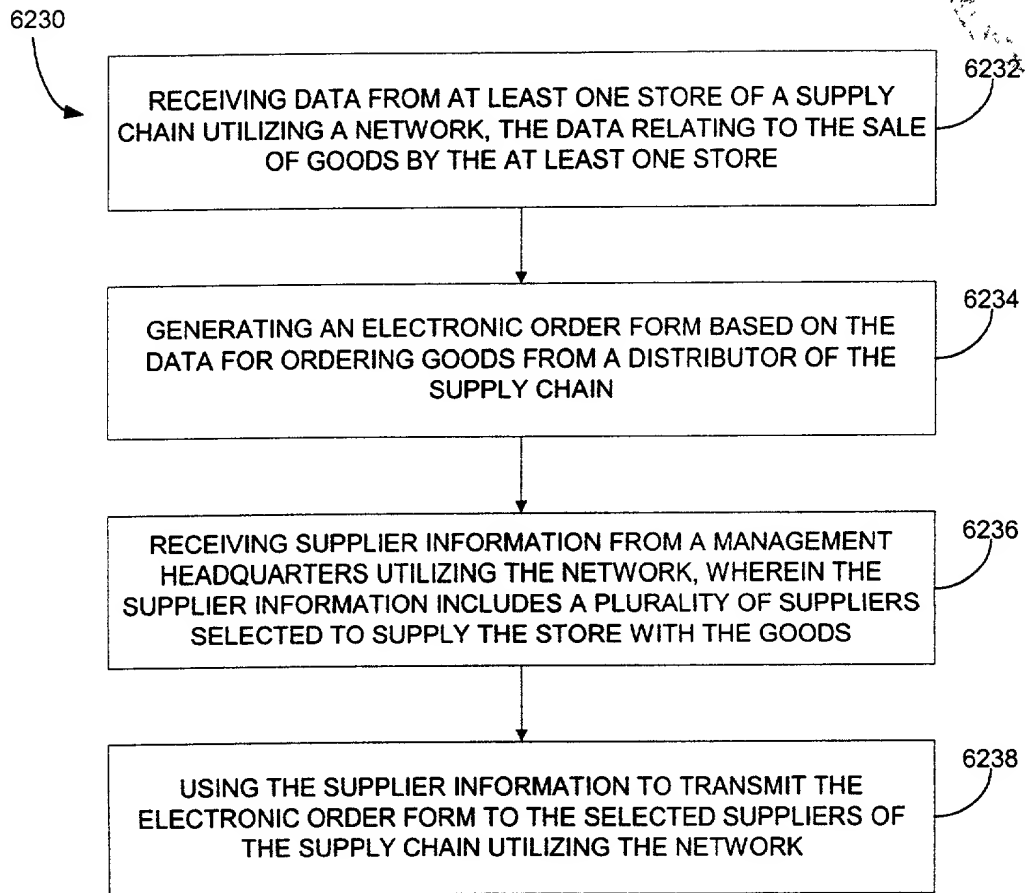


Fig. 61



**FIG. 62**

6300

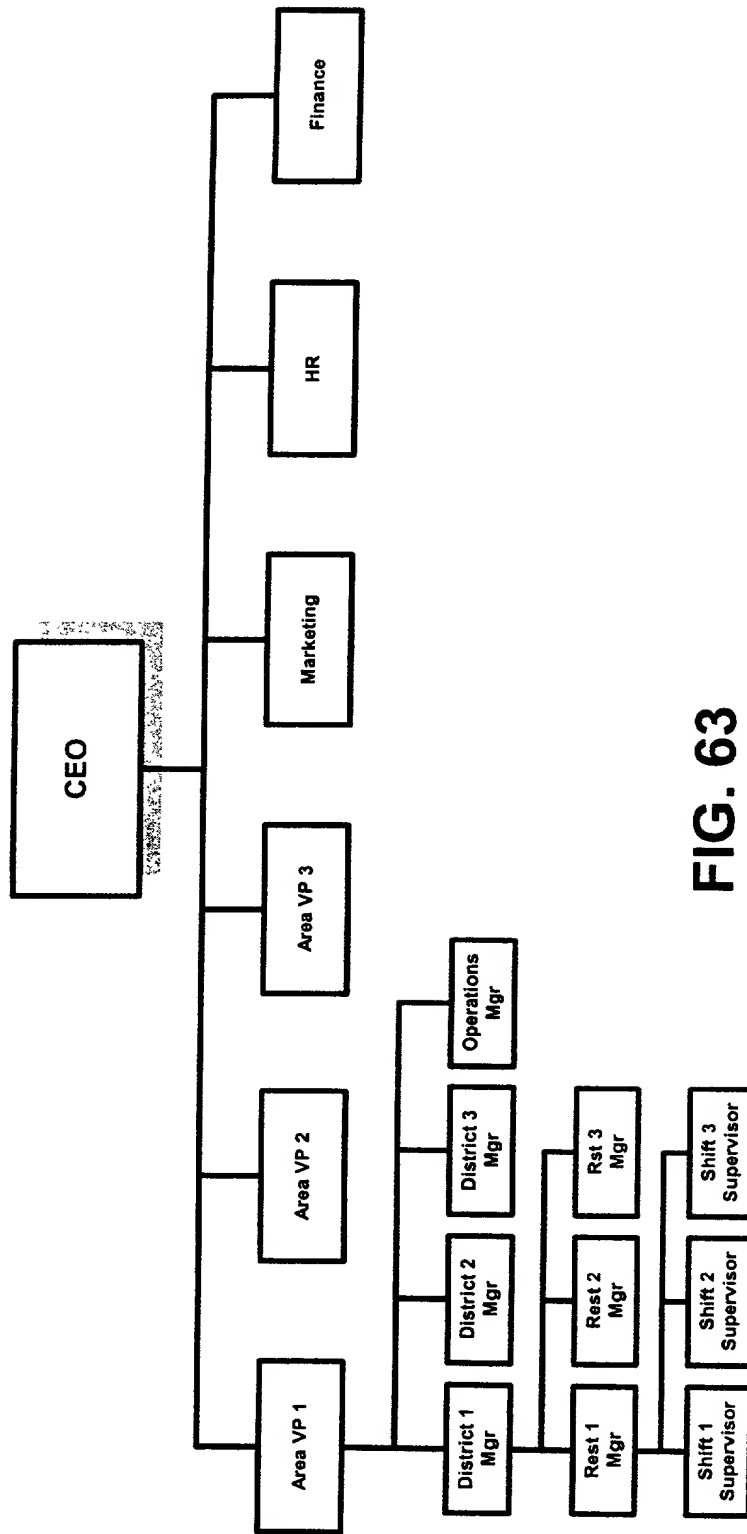
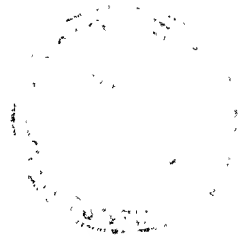
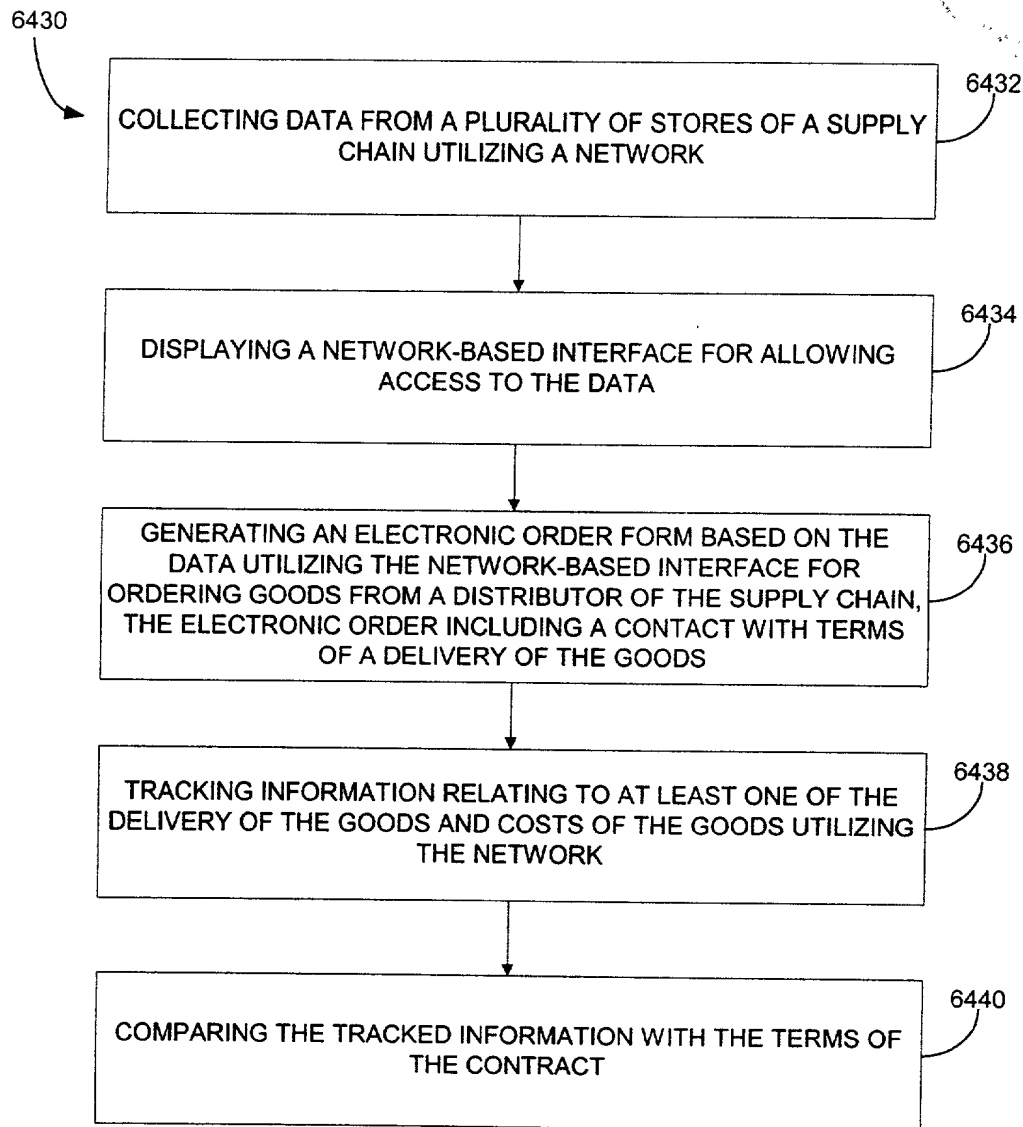


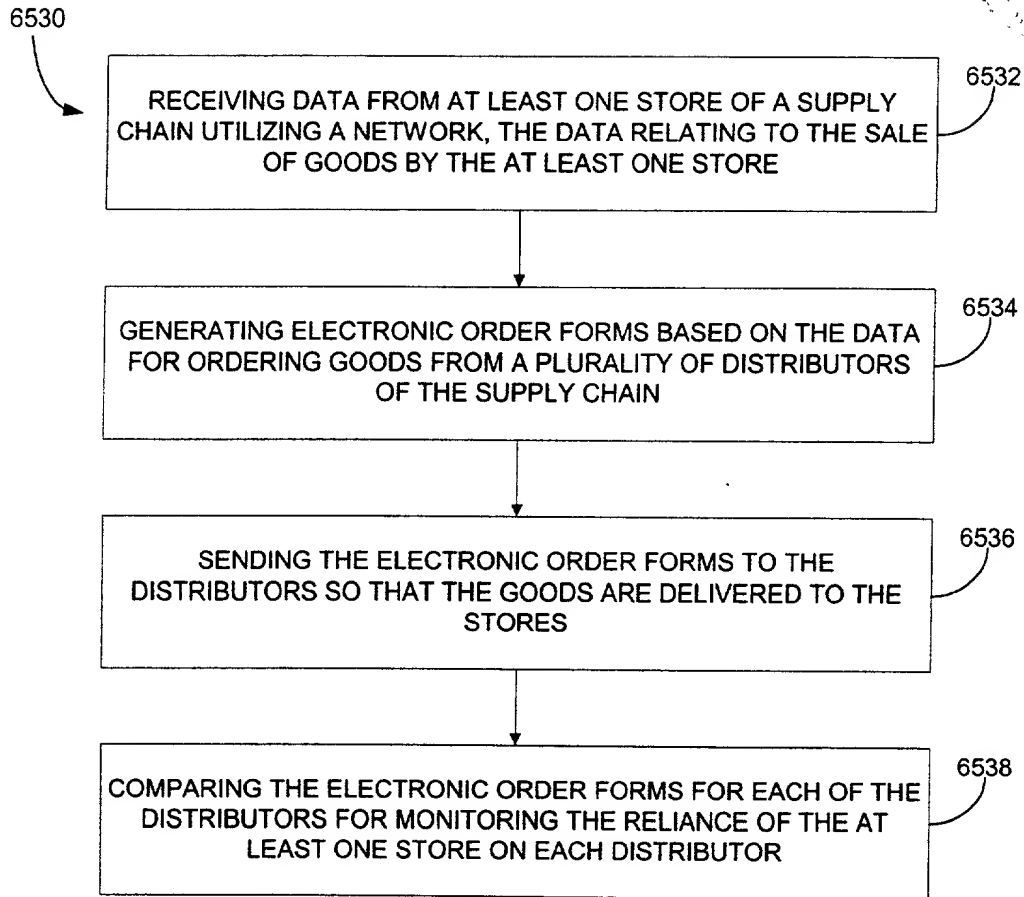
FIG. 63



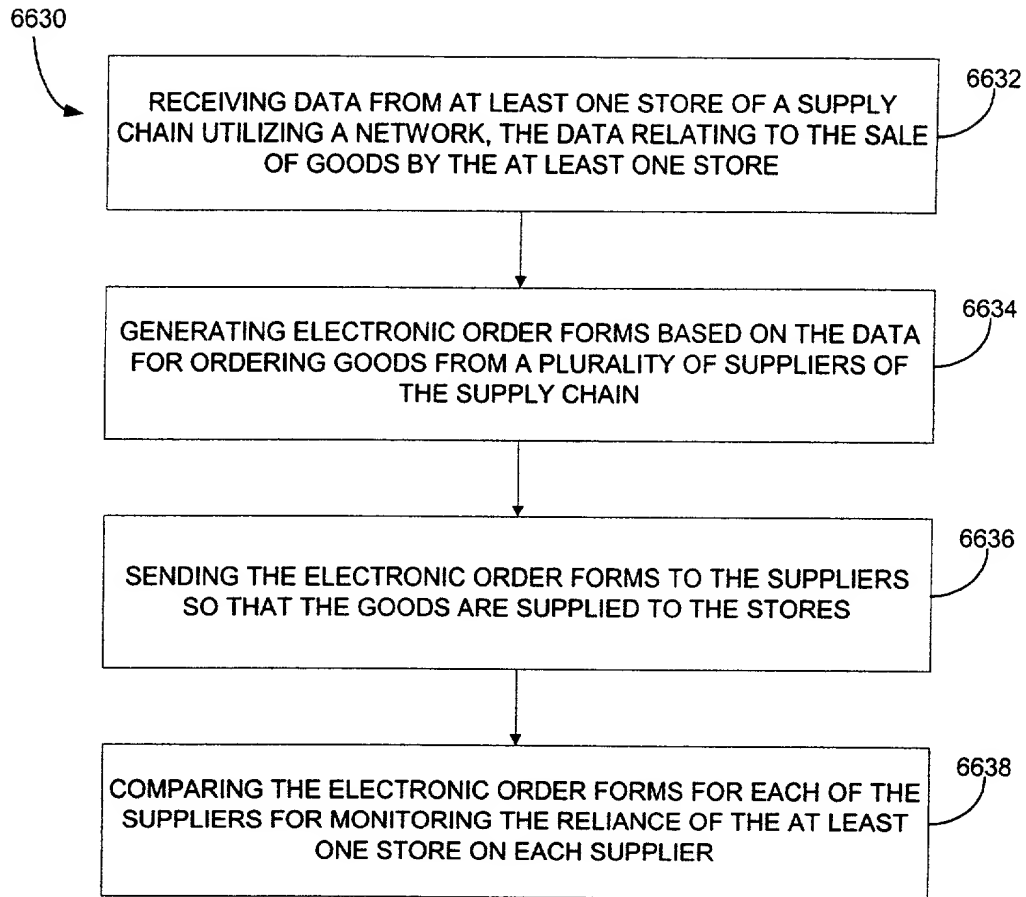


**FIG. 64**

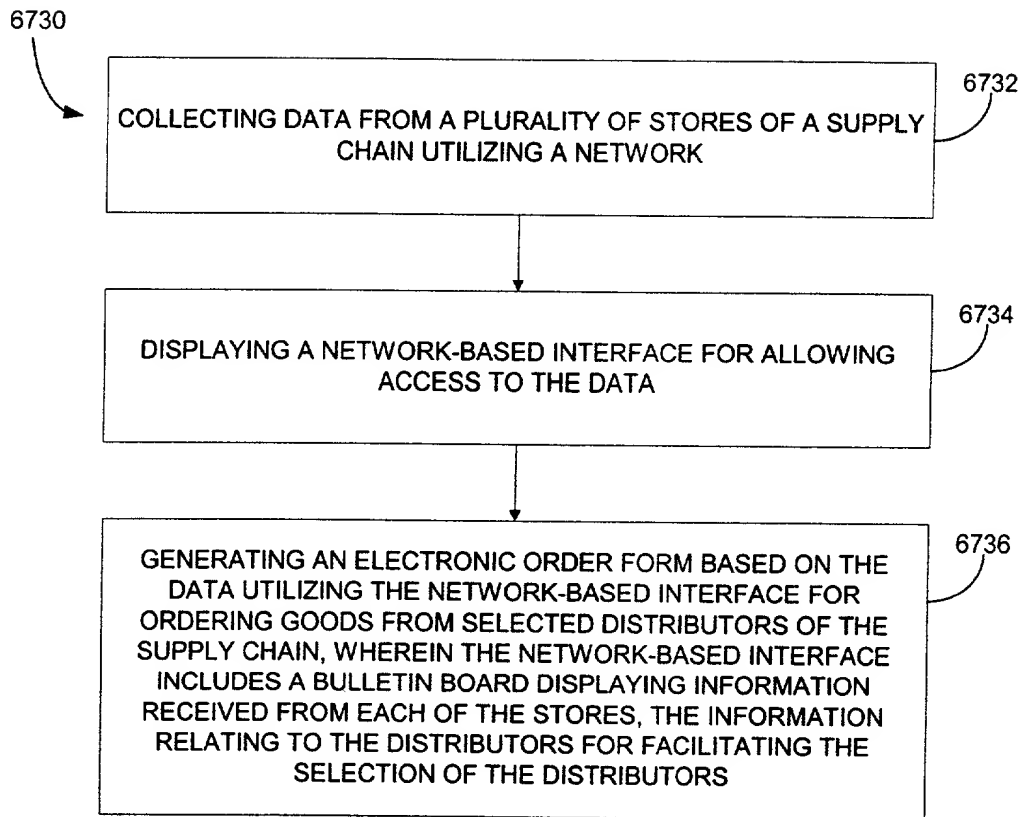




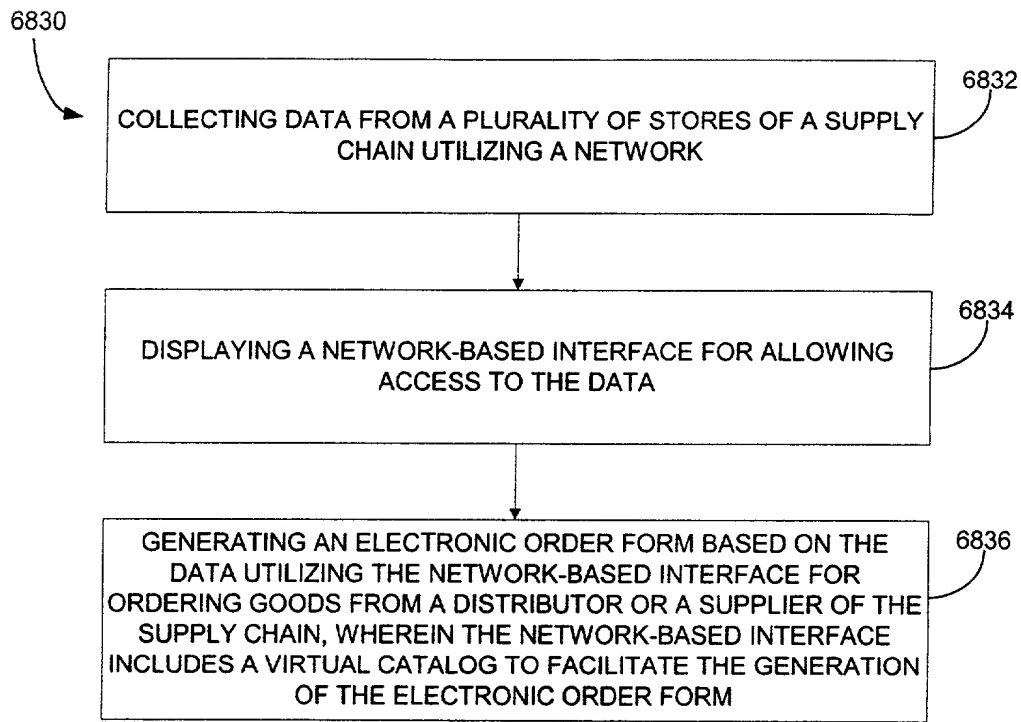
**FIG. 65**



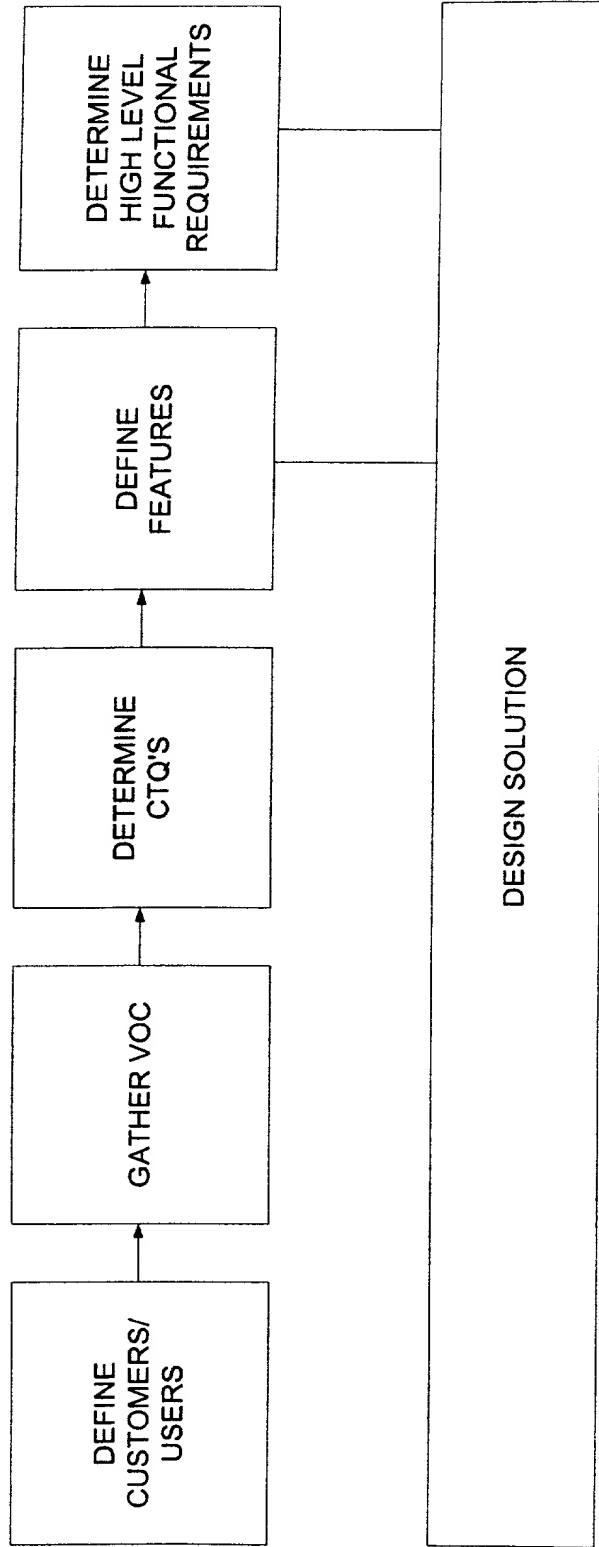
**FIG. 66**



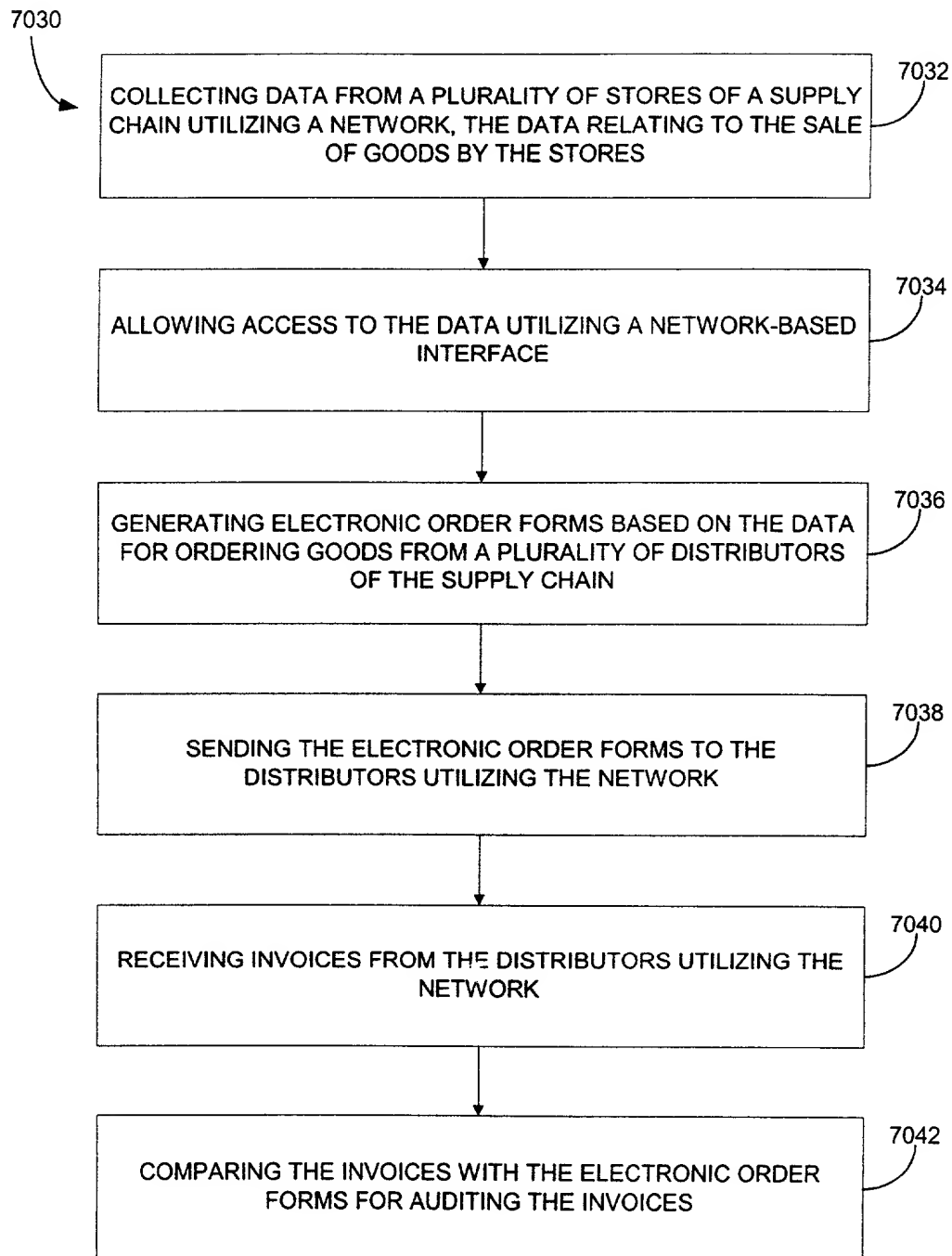
**FIG. 67**



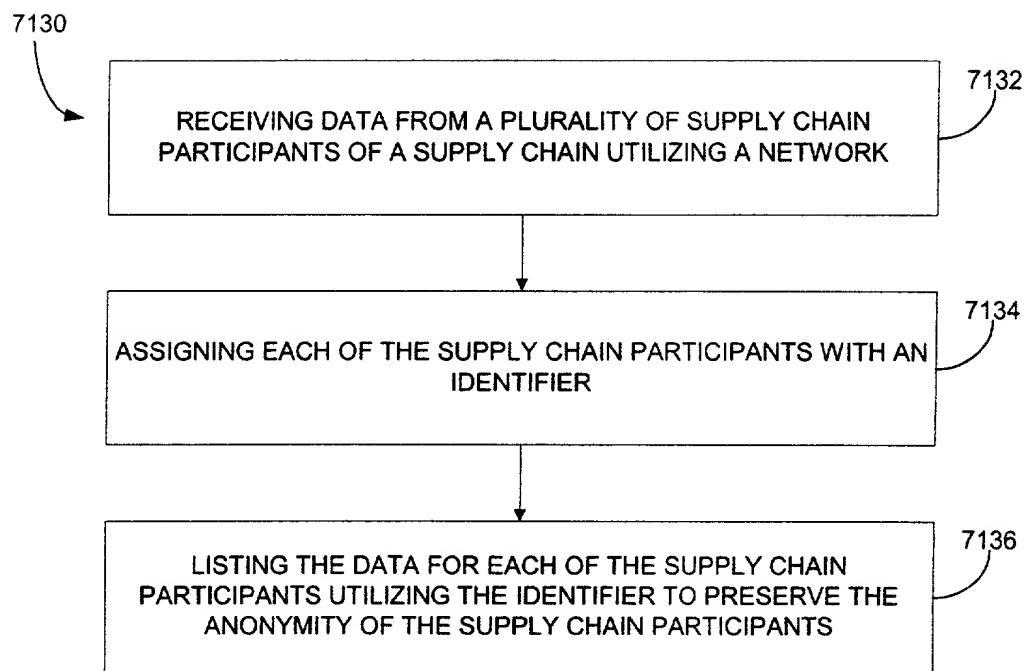
**FIG. 68**



**FIG. 69**



**FIG. 70**



**FIG. 71**

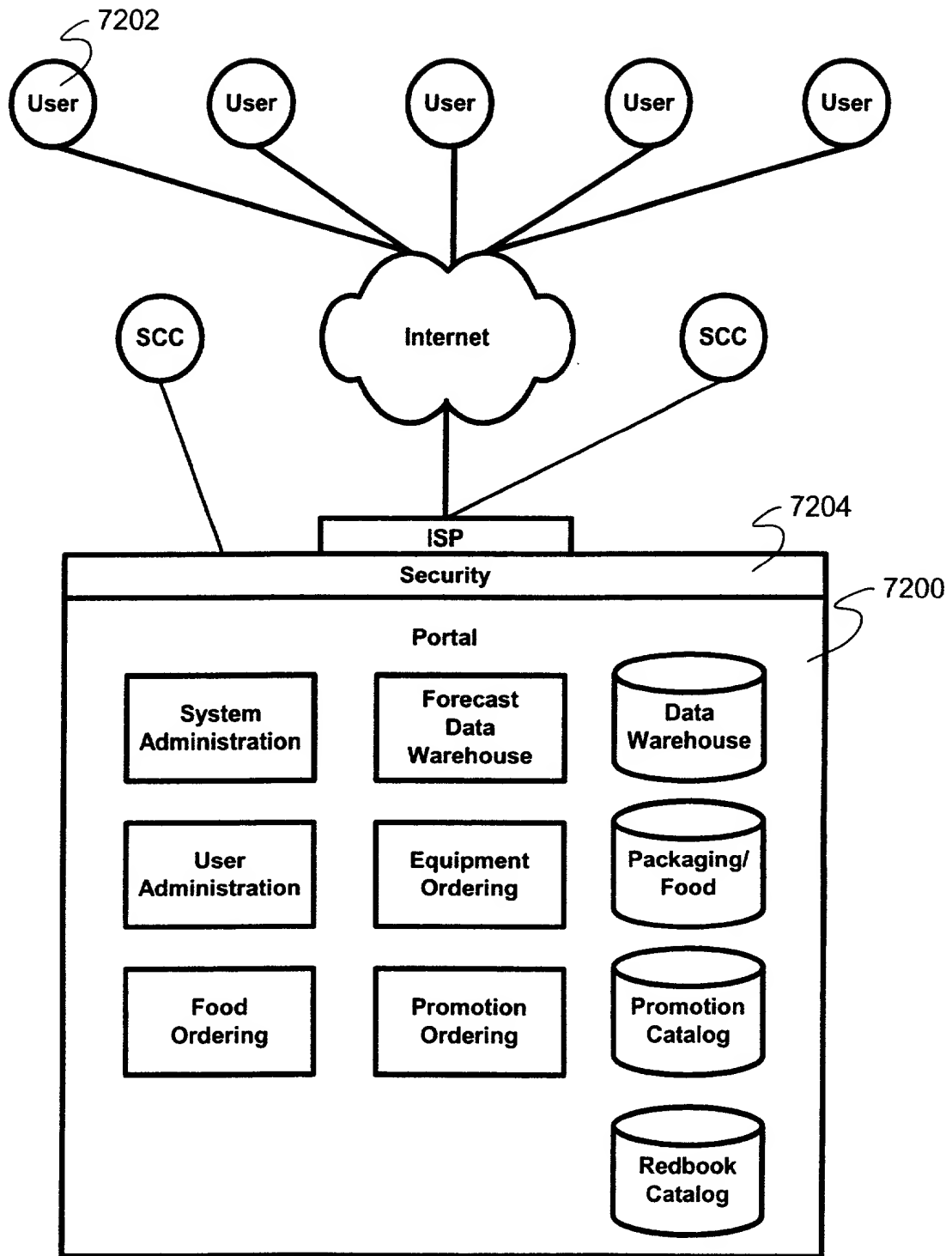


FIG. 72



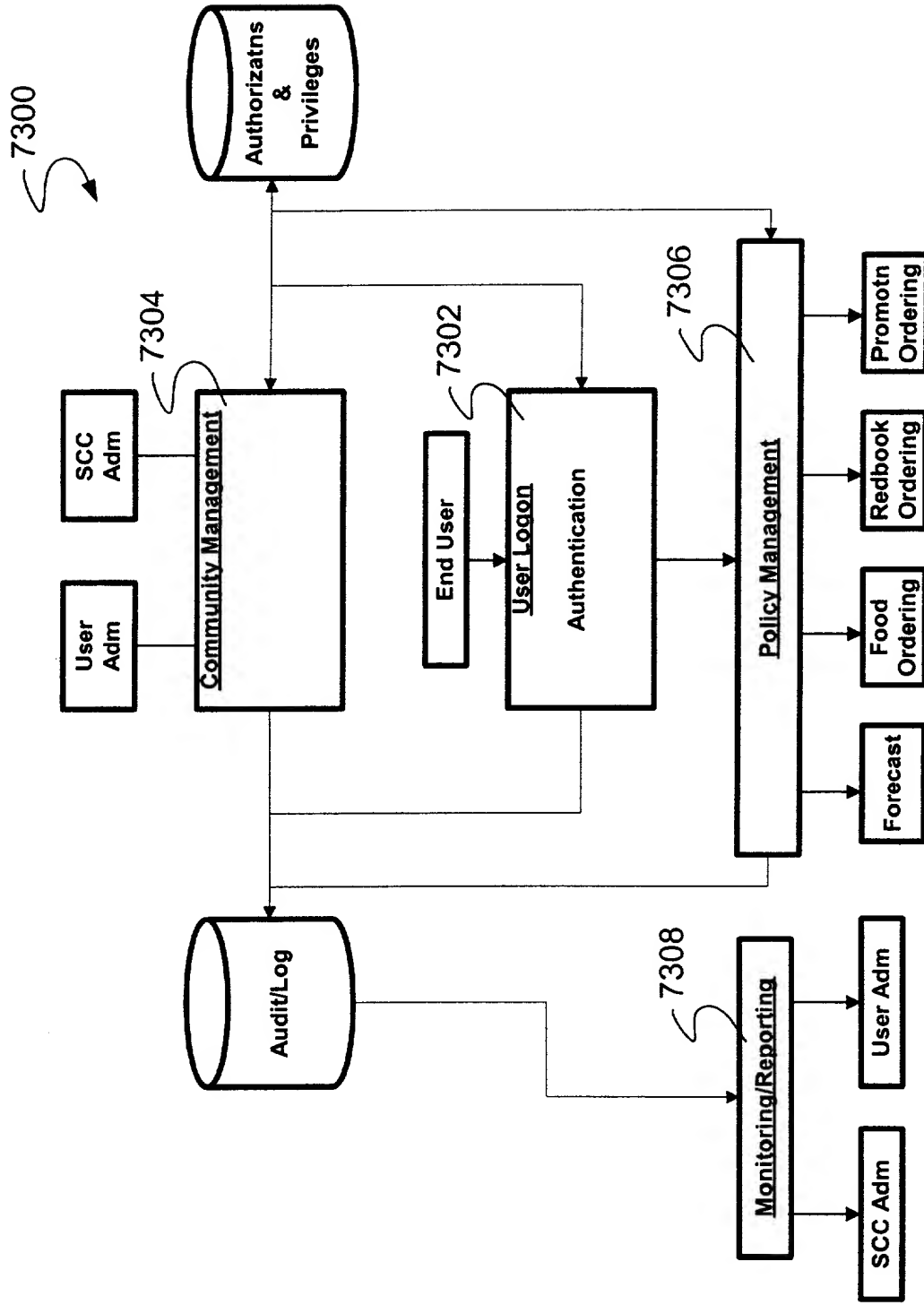
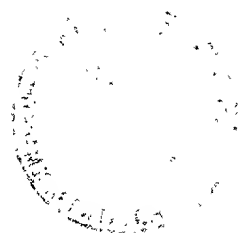


FIG. 73



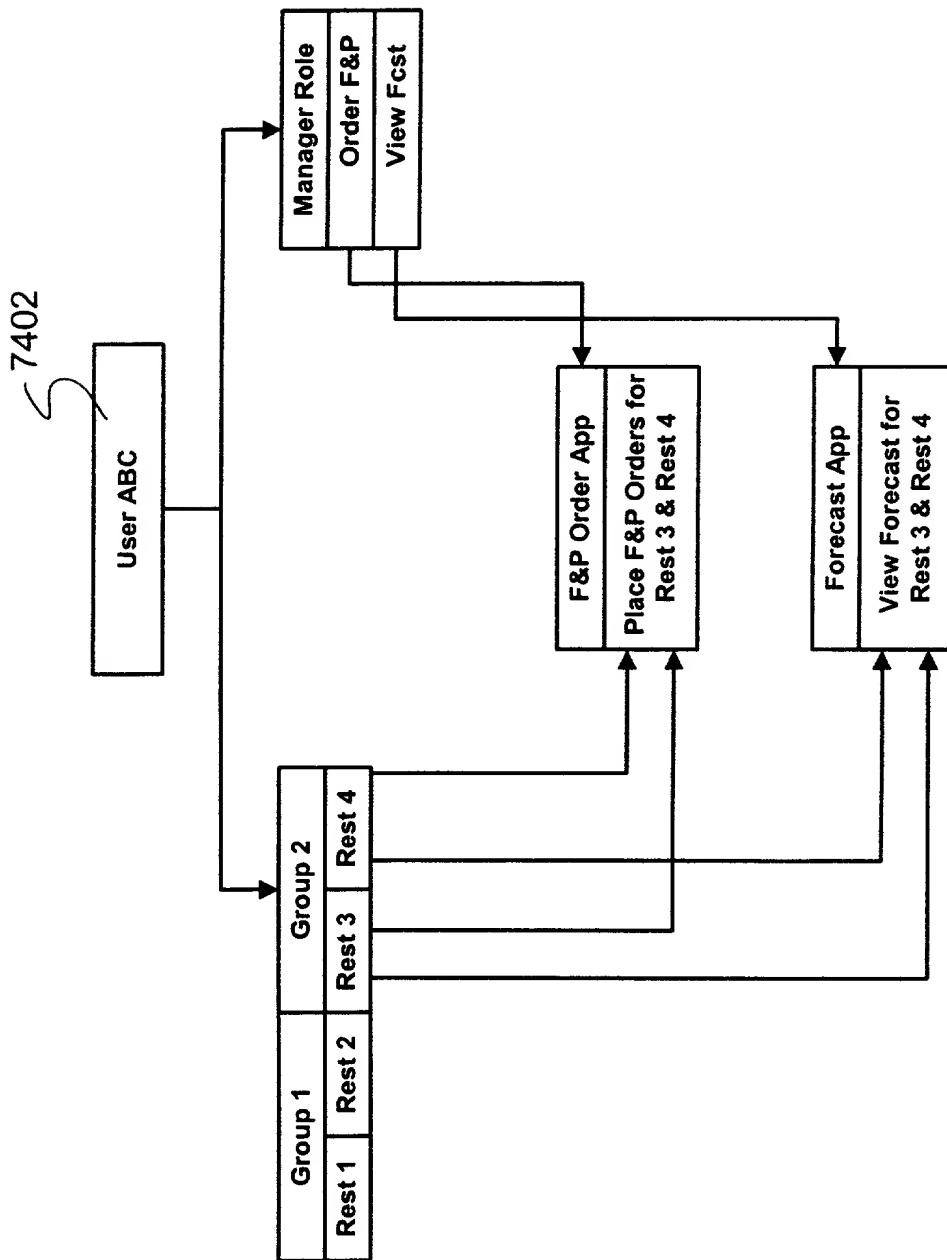


FIG. 74

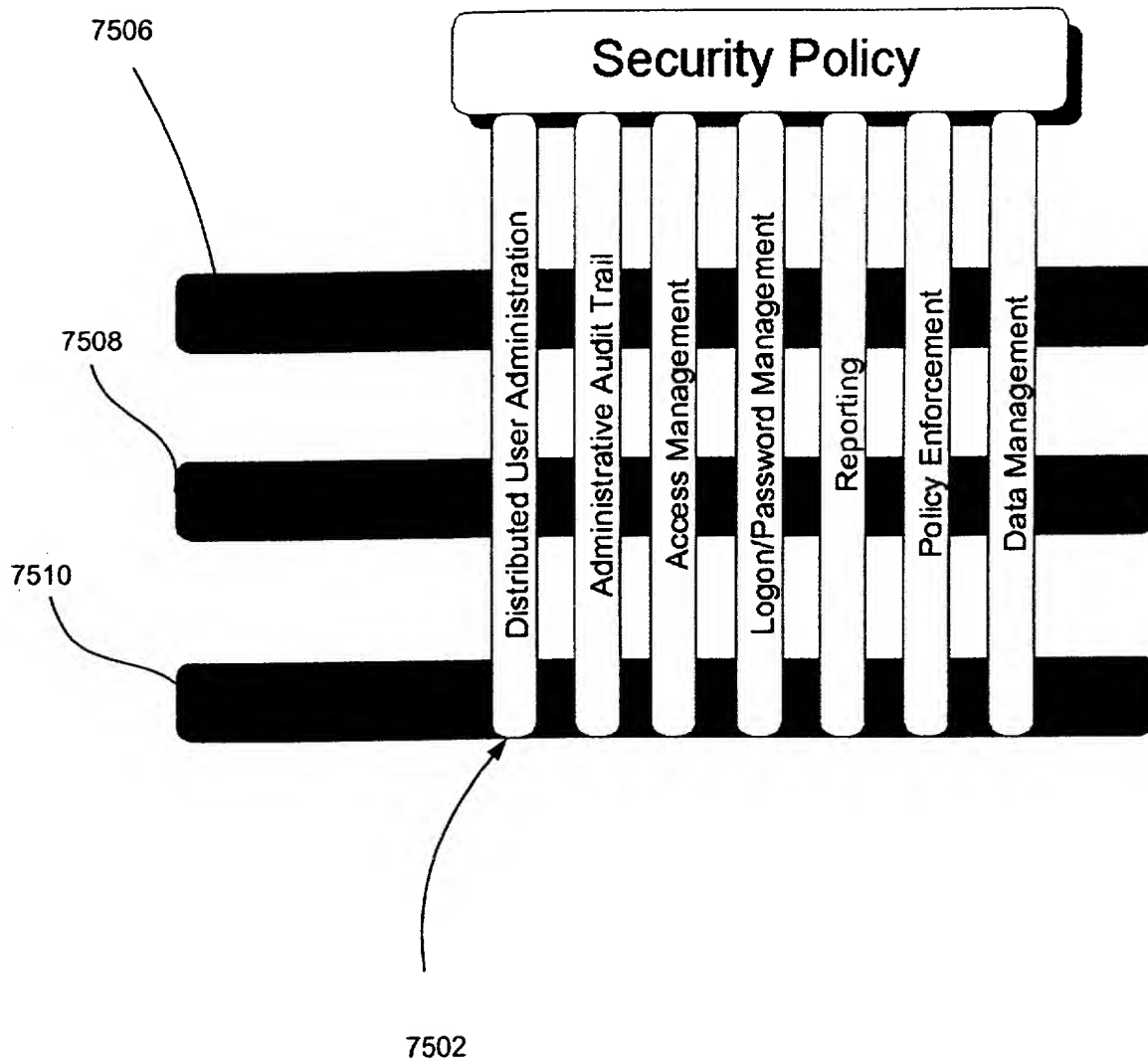
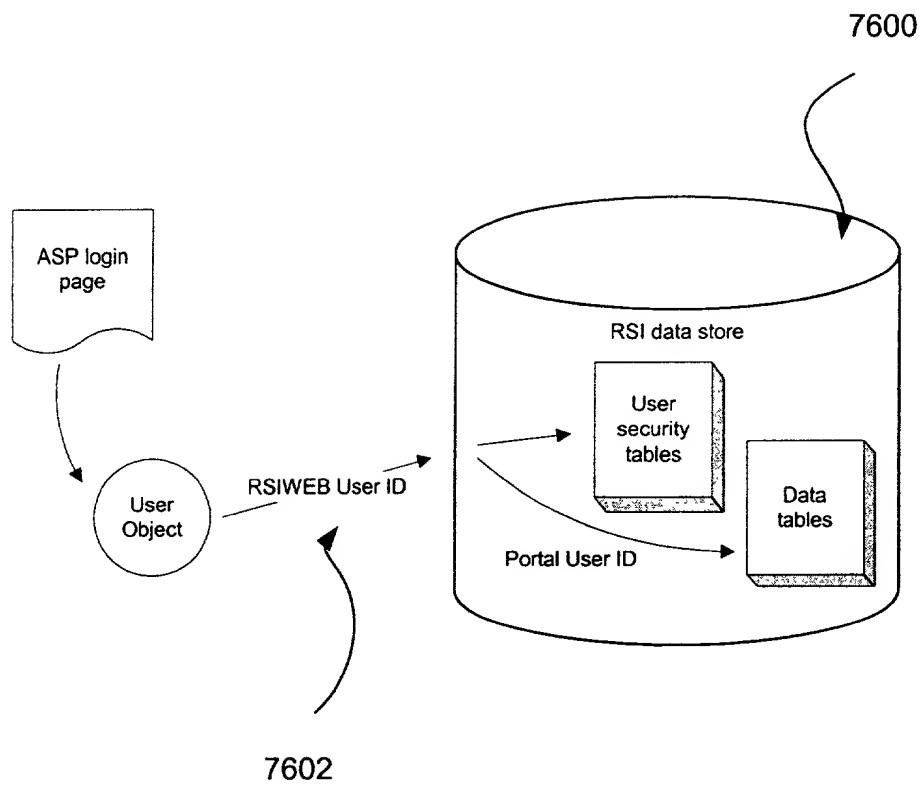


Fig. 75



**Fig. 76**

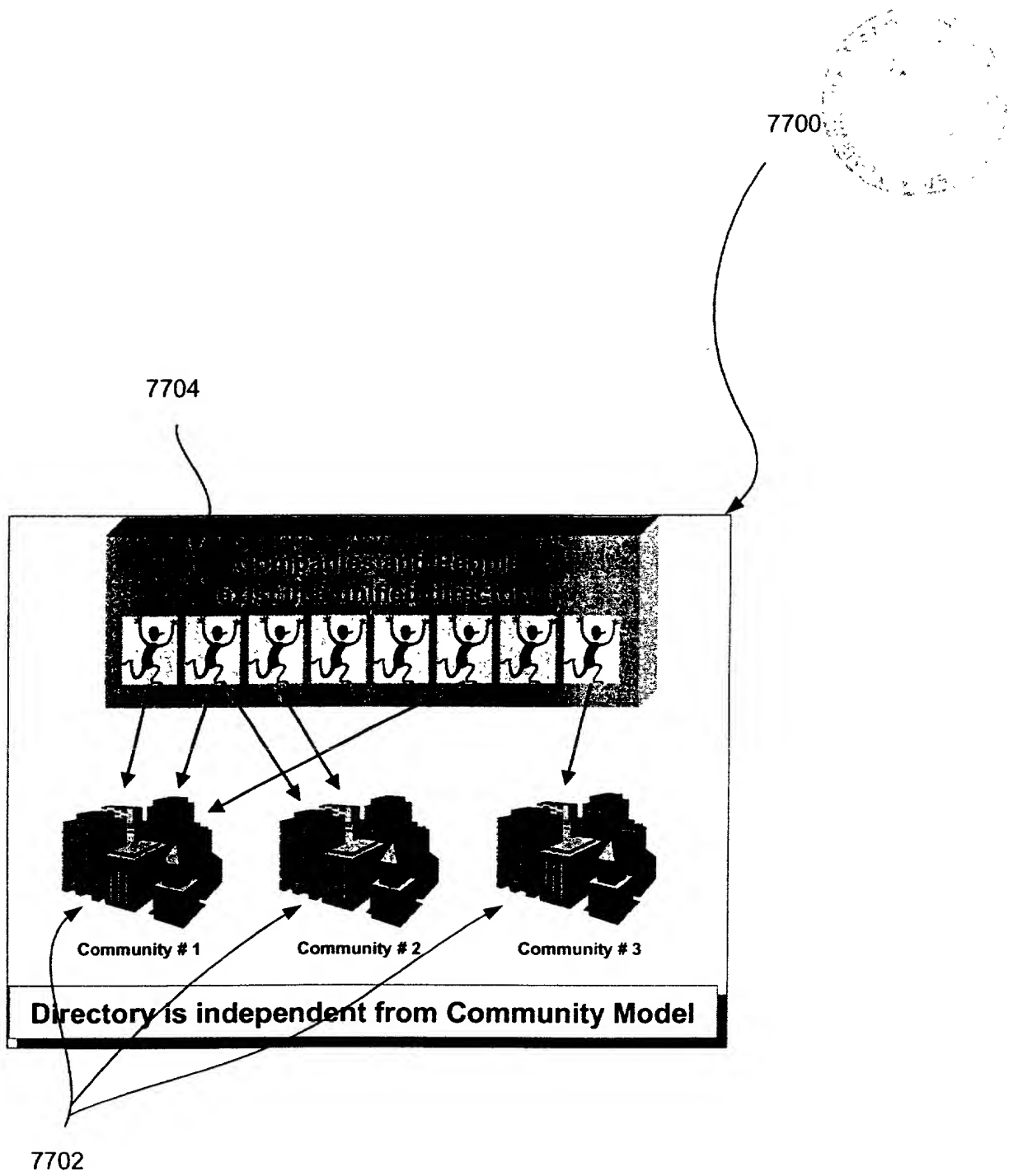


Fig. 77

7800

7802

7804

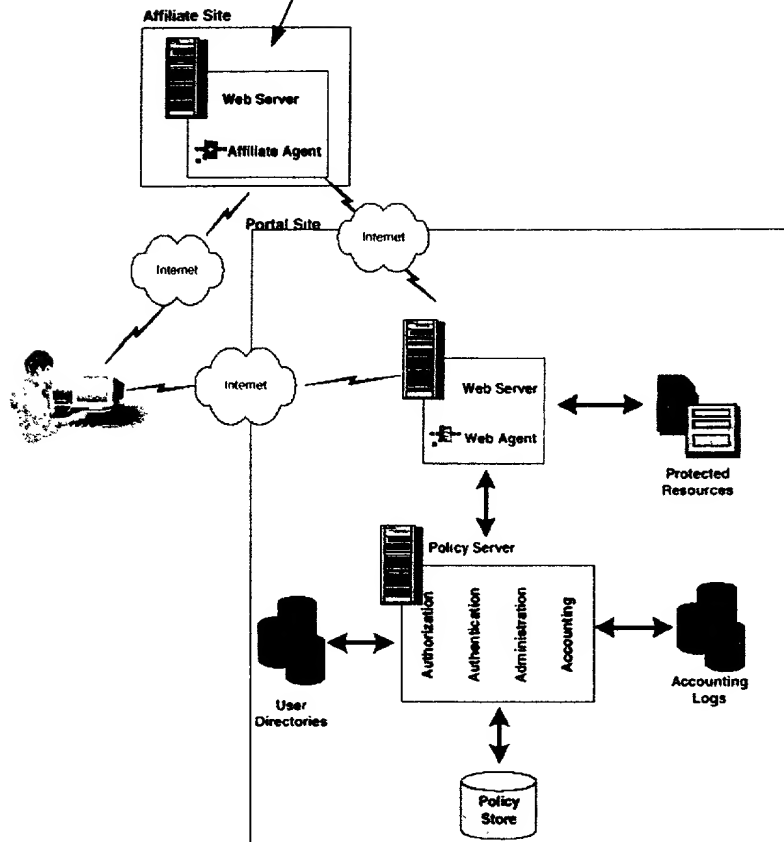


Fig. 78

7900

7902

# Policy-Based Web Security Model

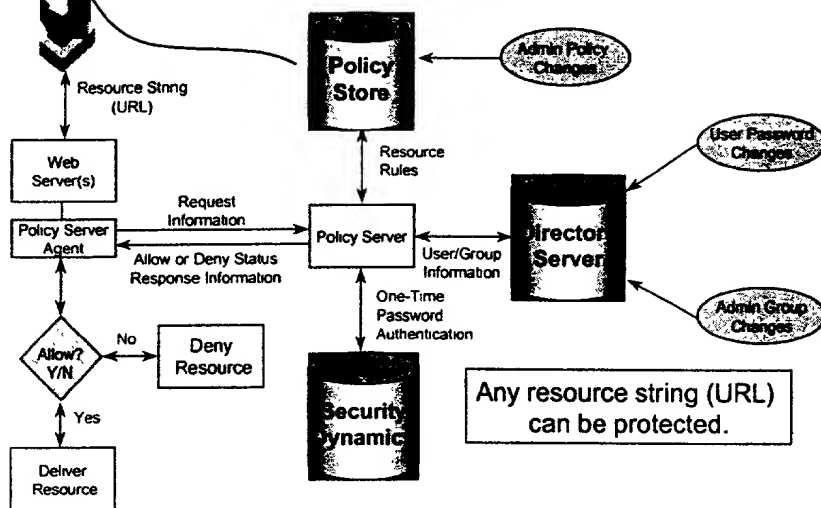


Fig. 79

8030

REGISTERING A PLURALITY OF USERS INCLUDING SUPPLIERS,  
DISTRIBUTORS, AND STORES OF A SUPPLY CHAIN UTILIZING A  
NETWORK

8032

MAINTAINING THE REGISTERED USERS ON A LIST

8034

COLLECTING DATA FROM A PLURALITY OF STORES OF THE  
SUPPLY CHAIN UTILIZING THE NETWORK

8036

UPDATING THE LIST TO ADD, EDIT, AND DELETE THE USERS  
UTILIZING THE NETWORK

8038

RECEIVING A REQUEST FOR ACCESS TO THE DATA UTILIZING  
THE NETWORK, THE REQUEST INCLUDING AN IDENTIFIER

8040

COMPARING THE IDENTIFIER AGAINST THE LIST

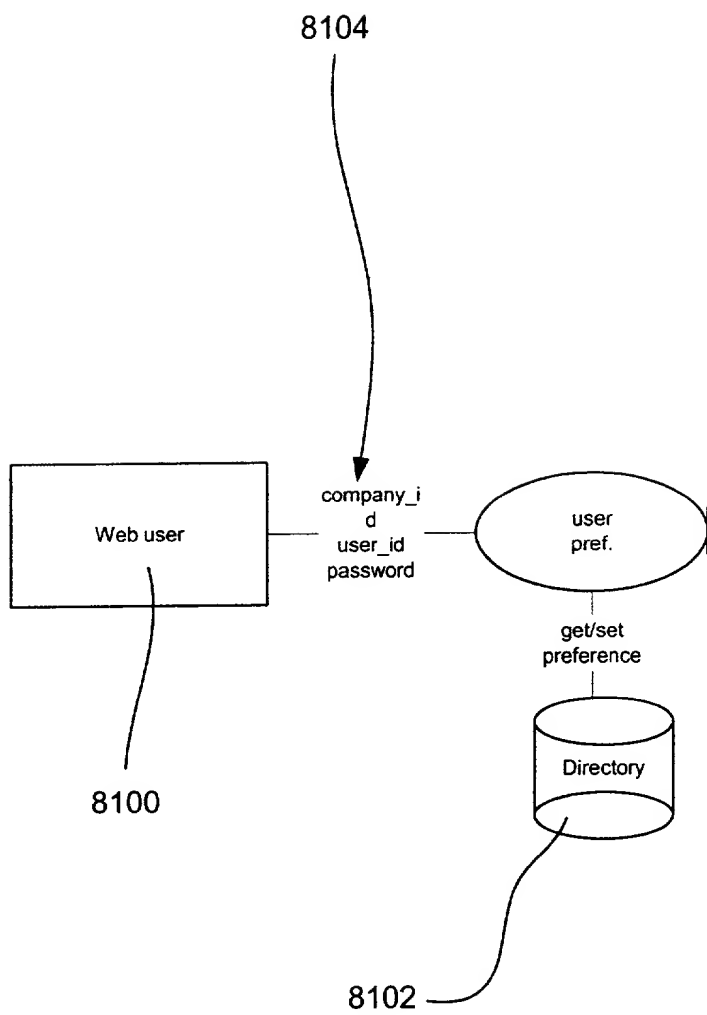
8042

DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING  
ACCESS TO THE DATA UPON THE SUCCESSFUL COMPARISON OF  
THE IDENTIFIER AGAINST THE LIST

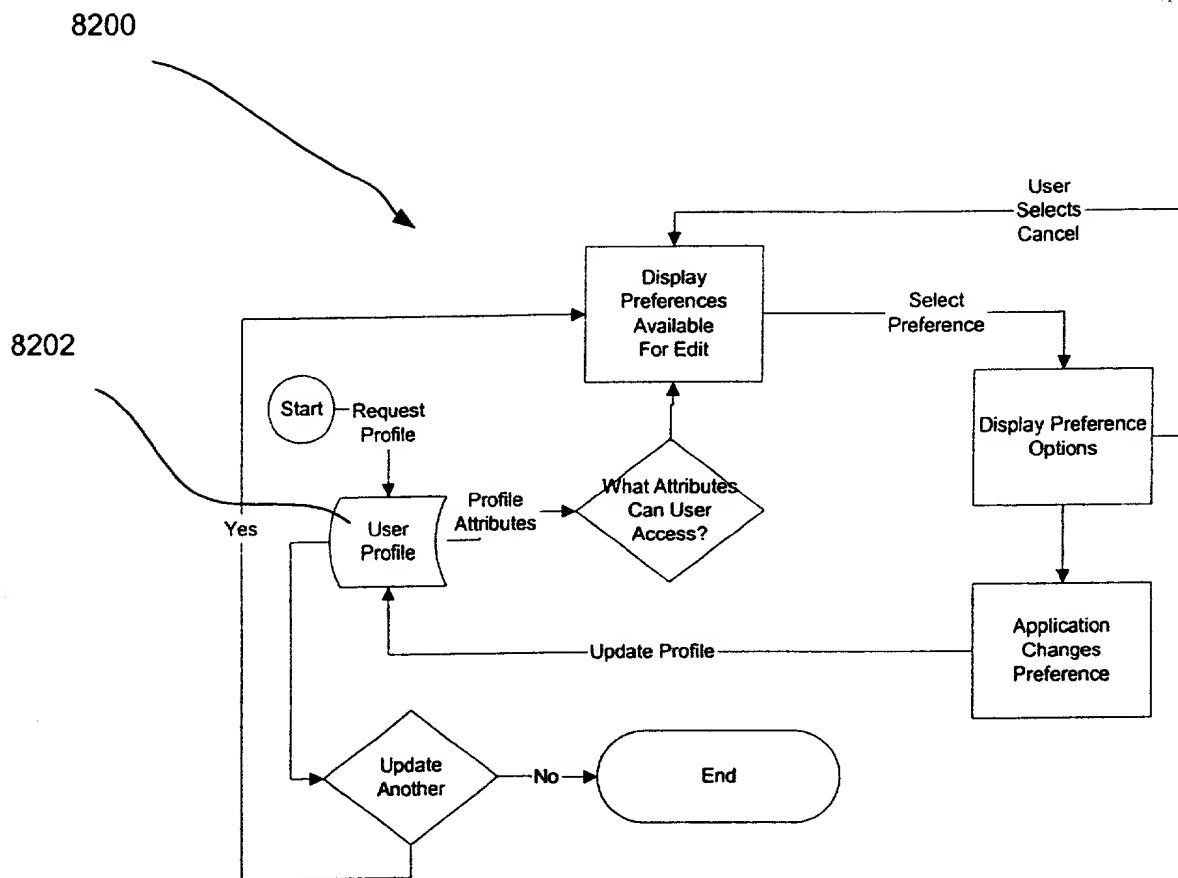
8042

**FIG. 80**

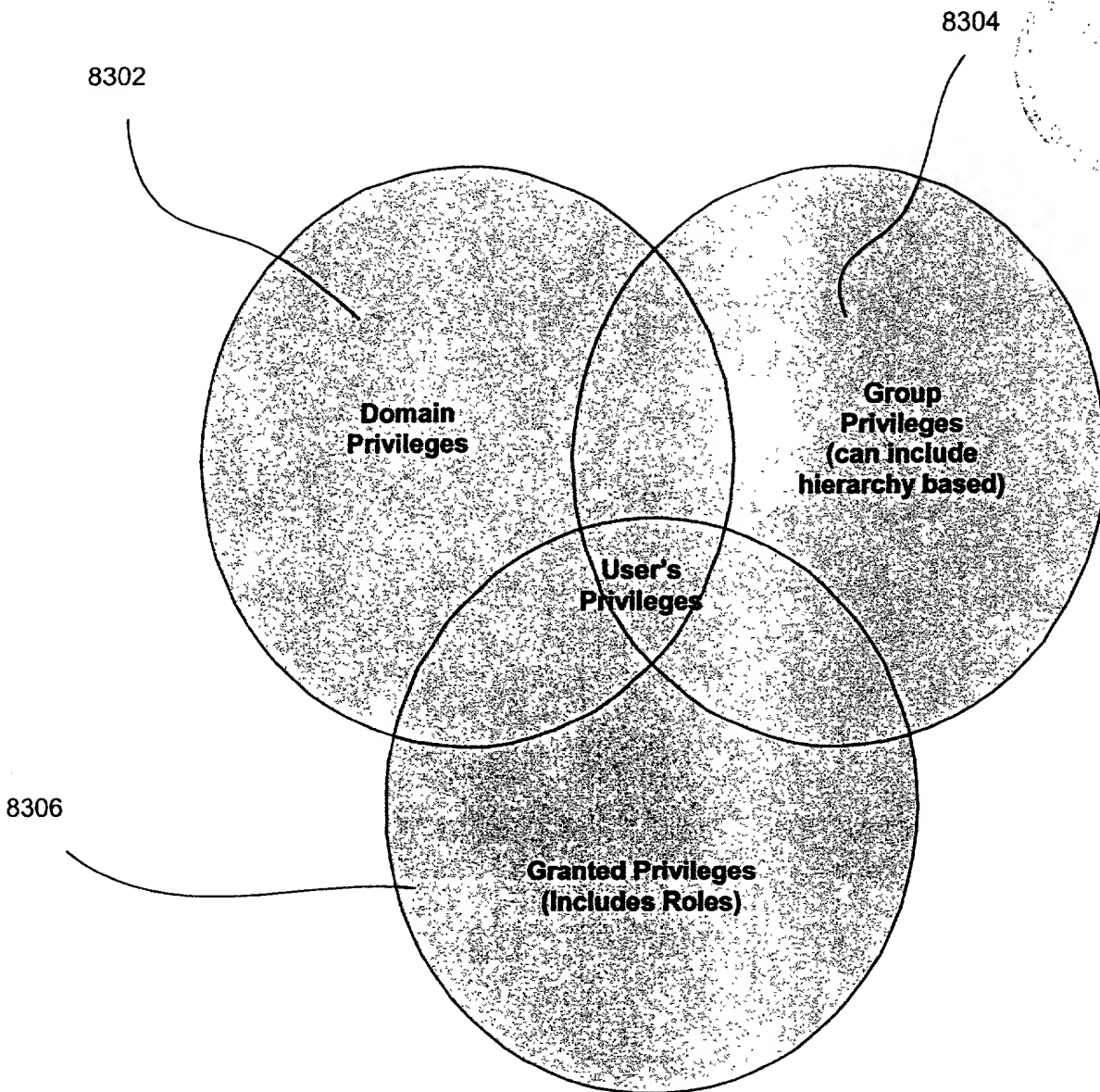




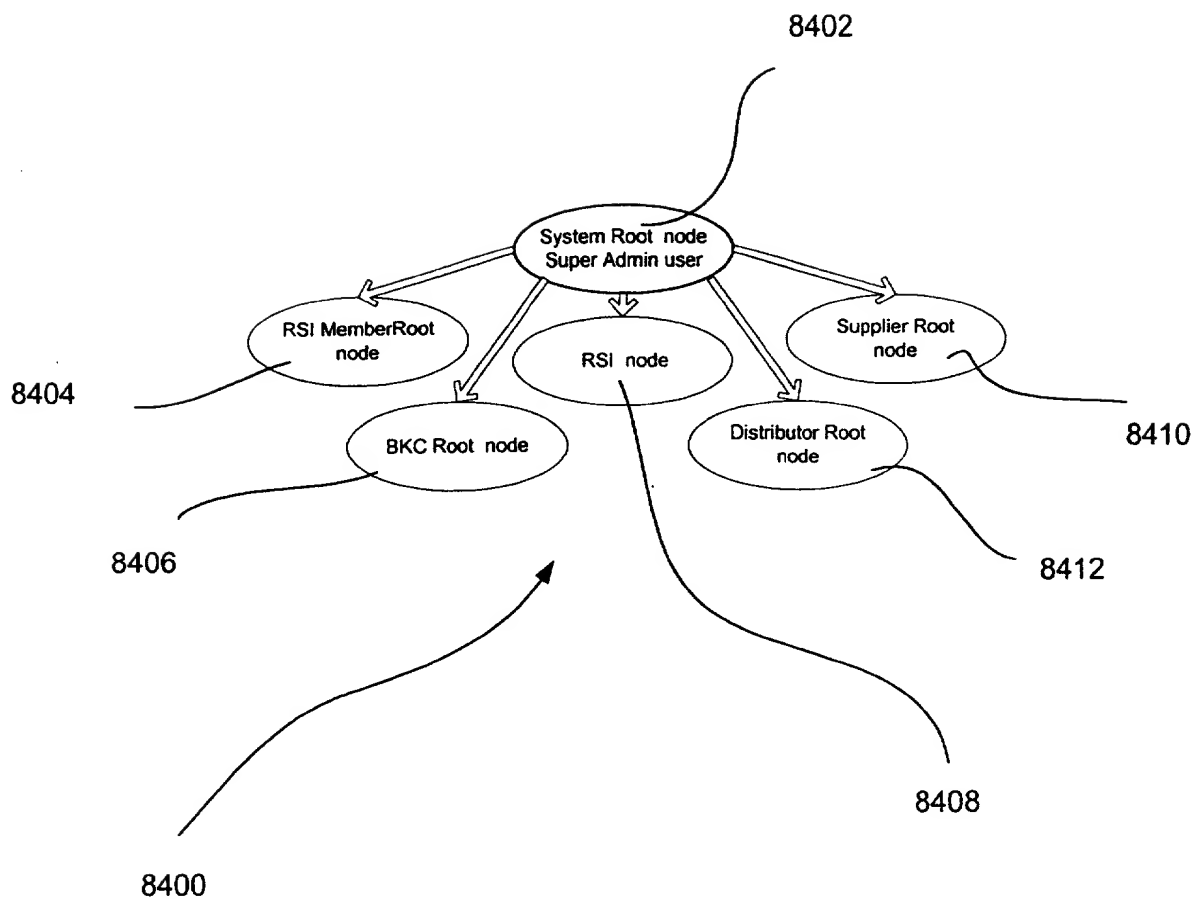
**Fig. 81**



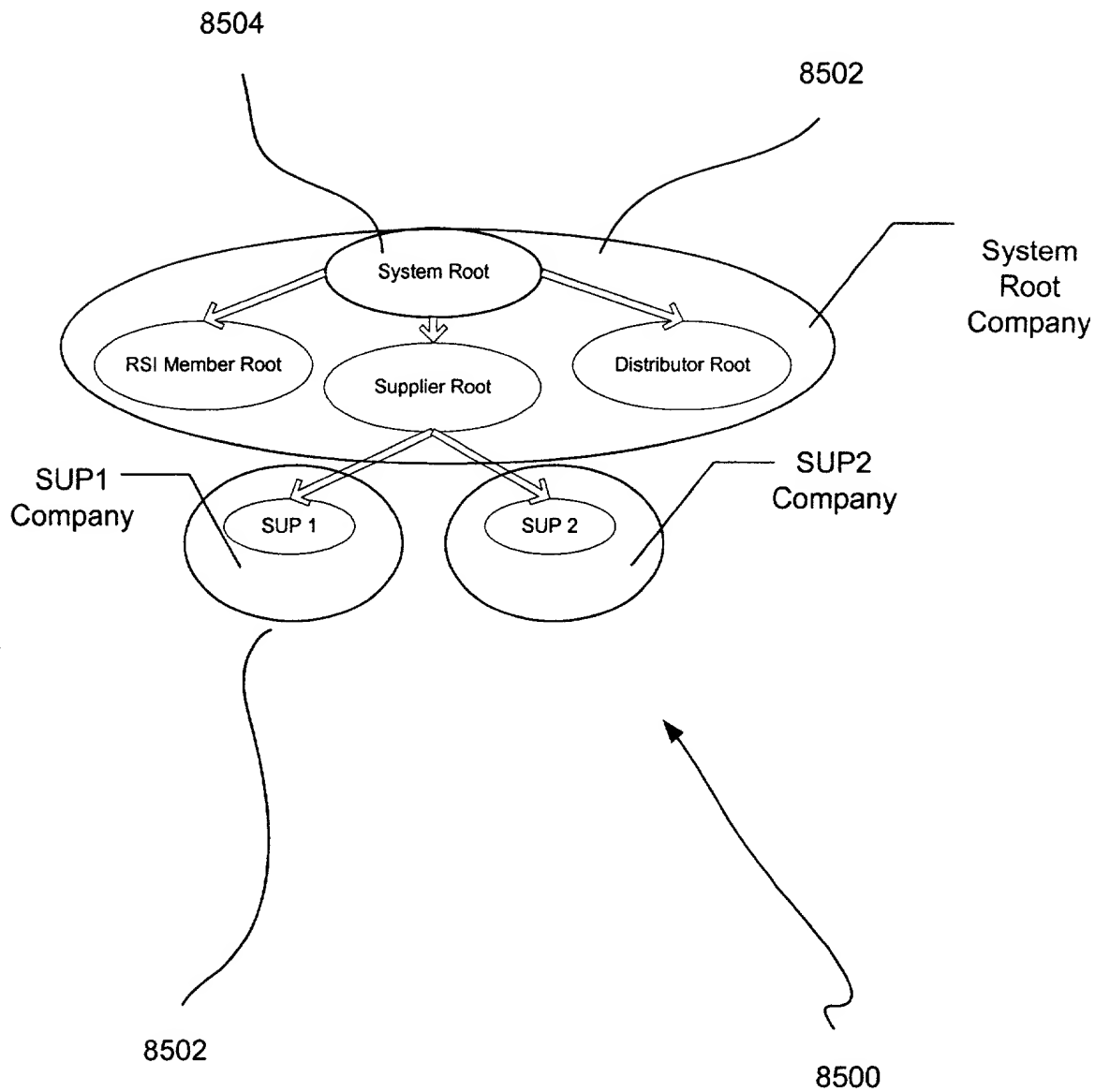
**Fig. 82**



**Fig. 83**



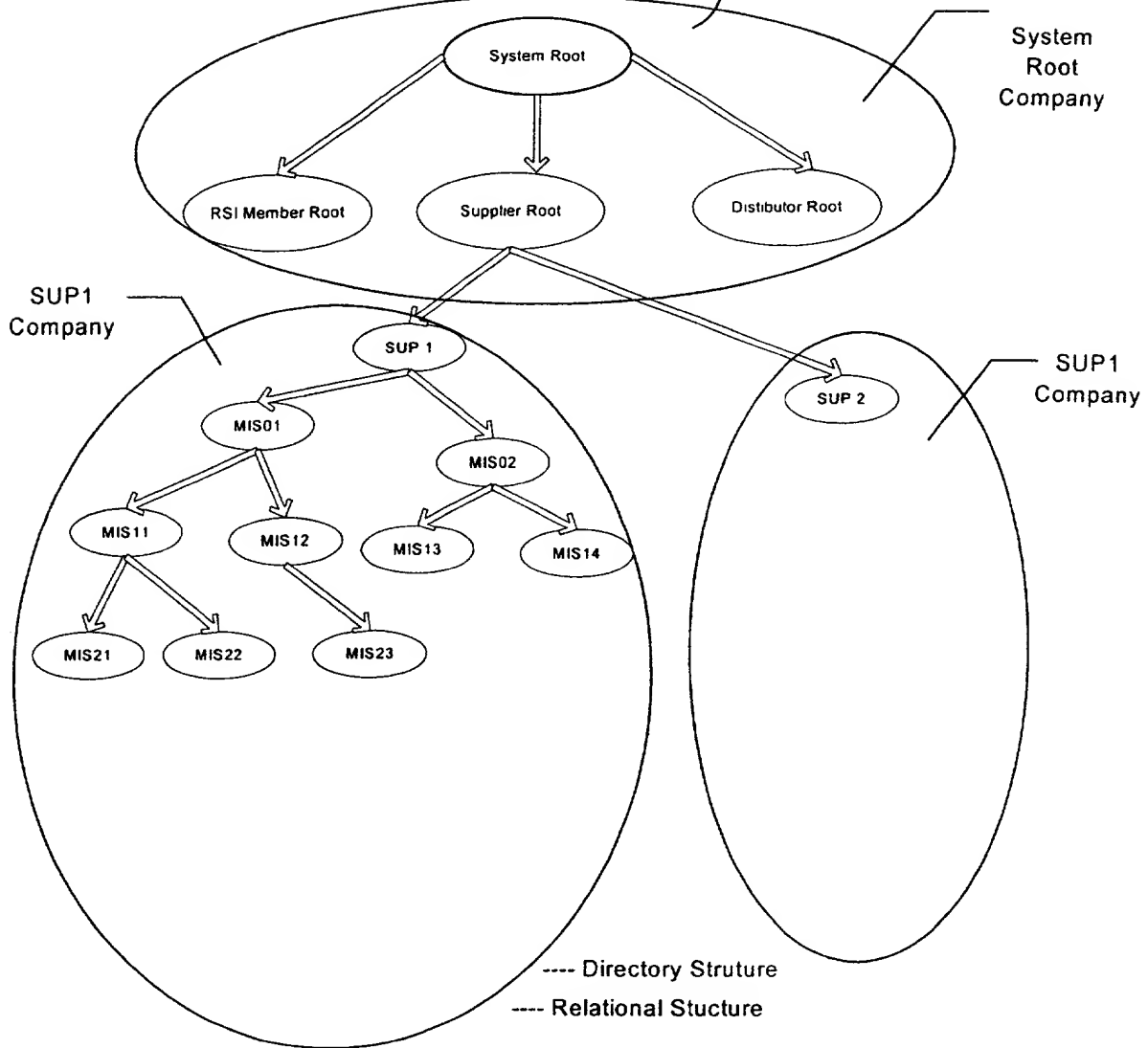
**Fig. 84**



**Fig. 85**

8600

8602



**Fig. 86**

8700

# Group Hierarchy Management: Data Flow

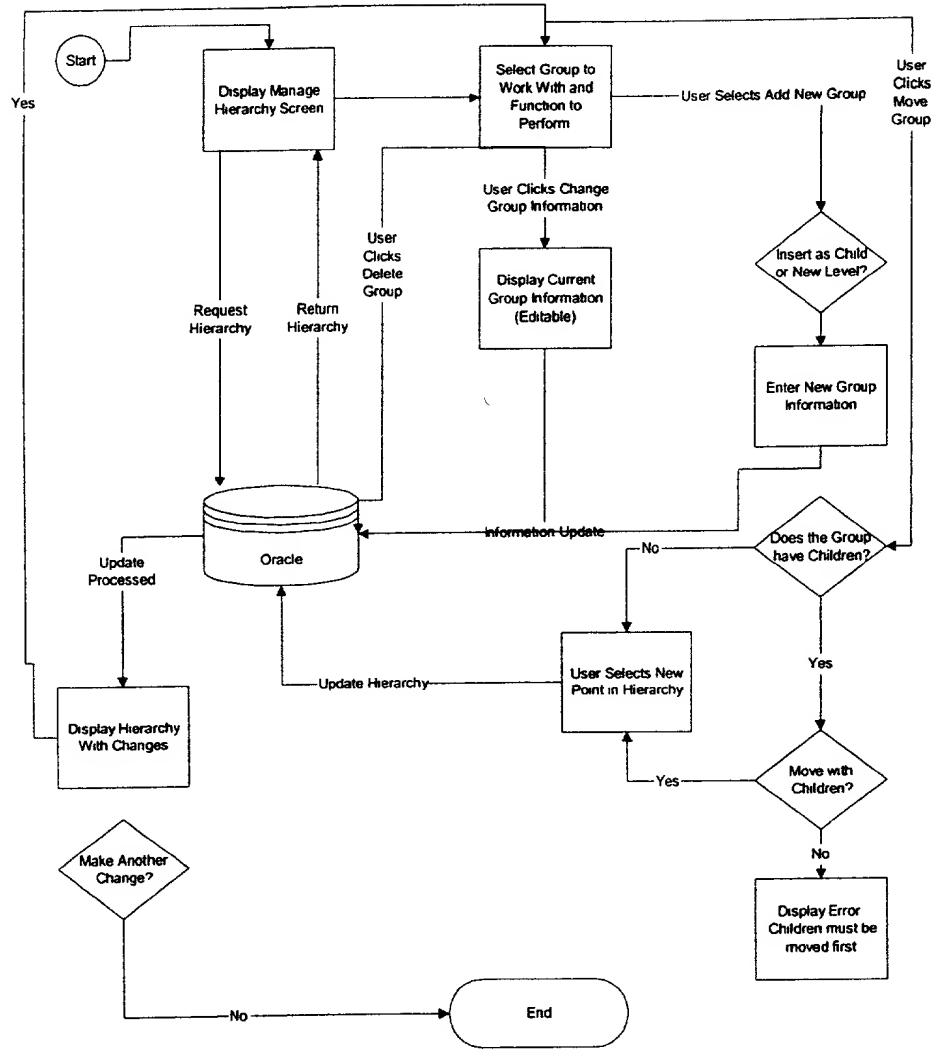


Fig. 87





8902



1400

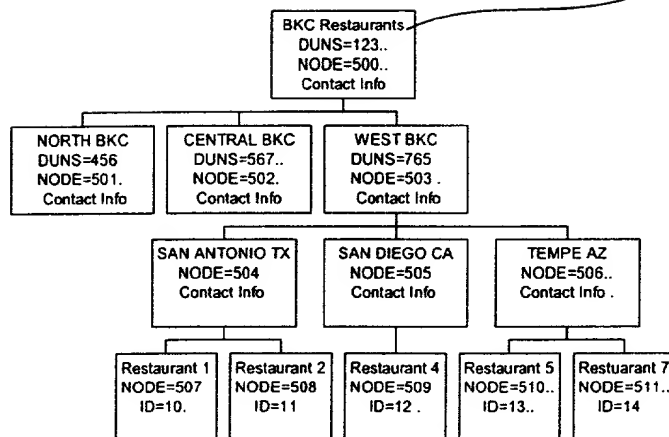


Fig. 89

9000

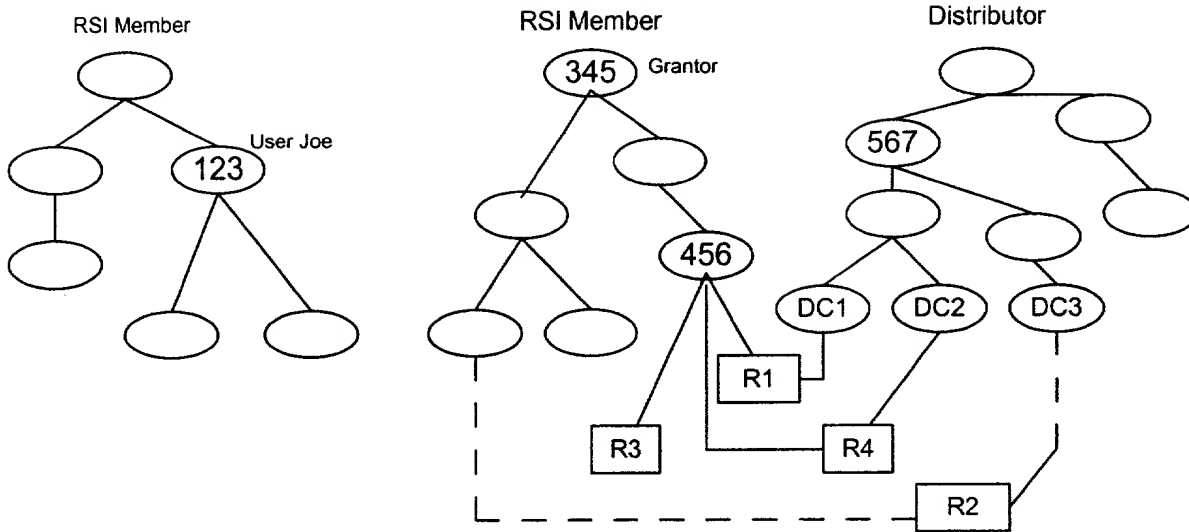


FIG. 90

9100

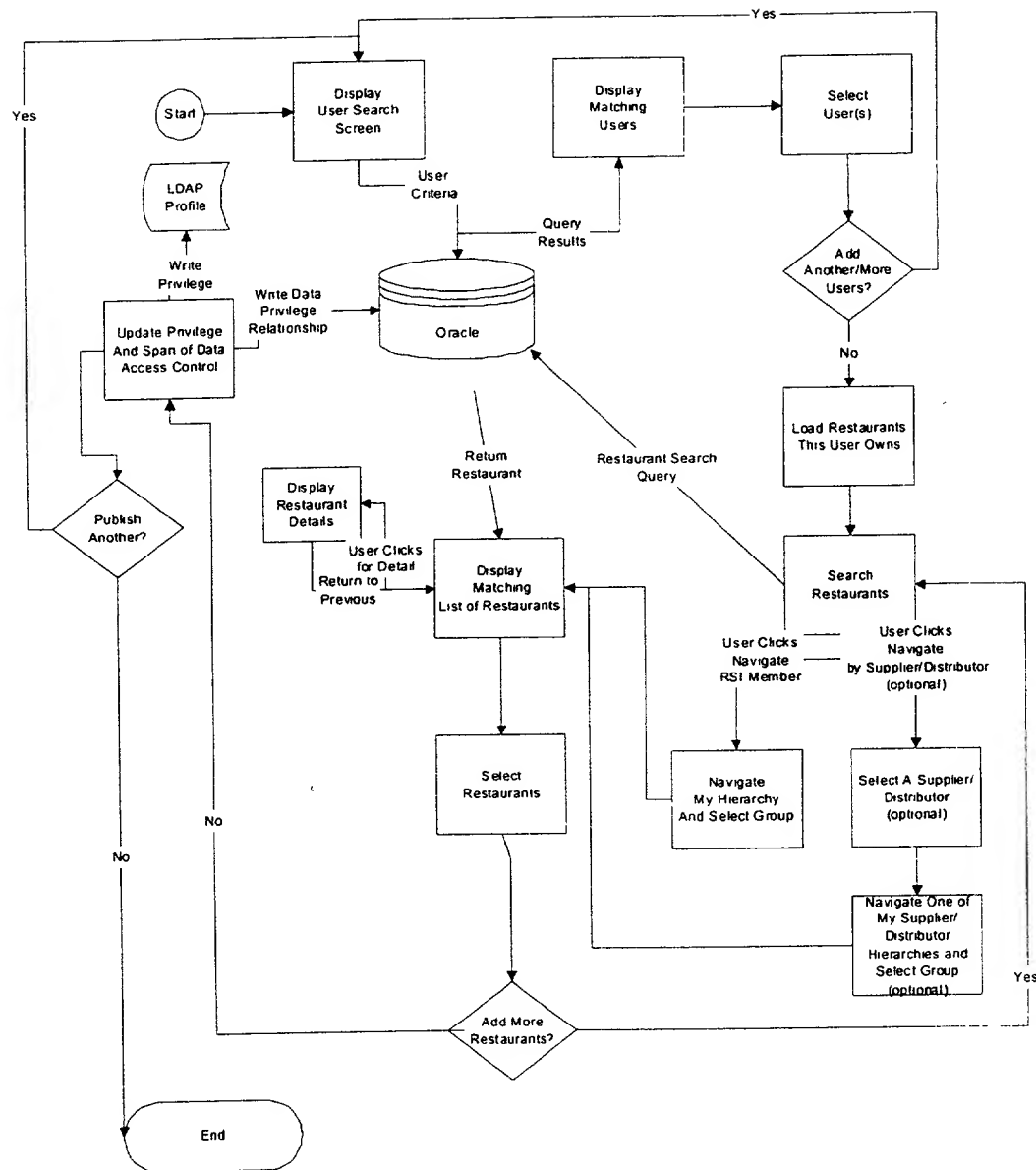


Fig. 91

9230

REGISTERING A PLURALITY OF STORES OF A SUPPLY CHAIN  
UTILIZING A NETWORK, THE REGISTRATION INCLUDING  
RECEIVING FIRST IDENTIFICATION INFORMATION

9232

COLLECTING DATA FROM A PLURALITY OF STORES OF THE  
SUPPLY CHAIN UTILIZING THE NETWORK, THE DATA RELATING  
TO THE SALE OF GOODS BY THE STORES AND INCLUDING  
SECOND IDENTIFICATION INFORMATION MORE RECENT THAN  
THE FIRST IDENTIFICATION INFORMATION

9234

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED  
INTERFACE

9236

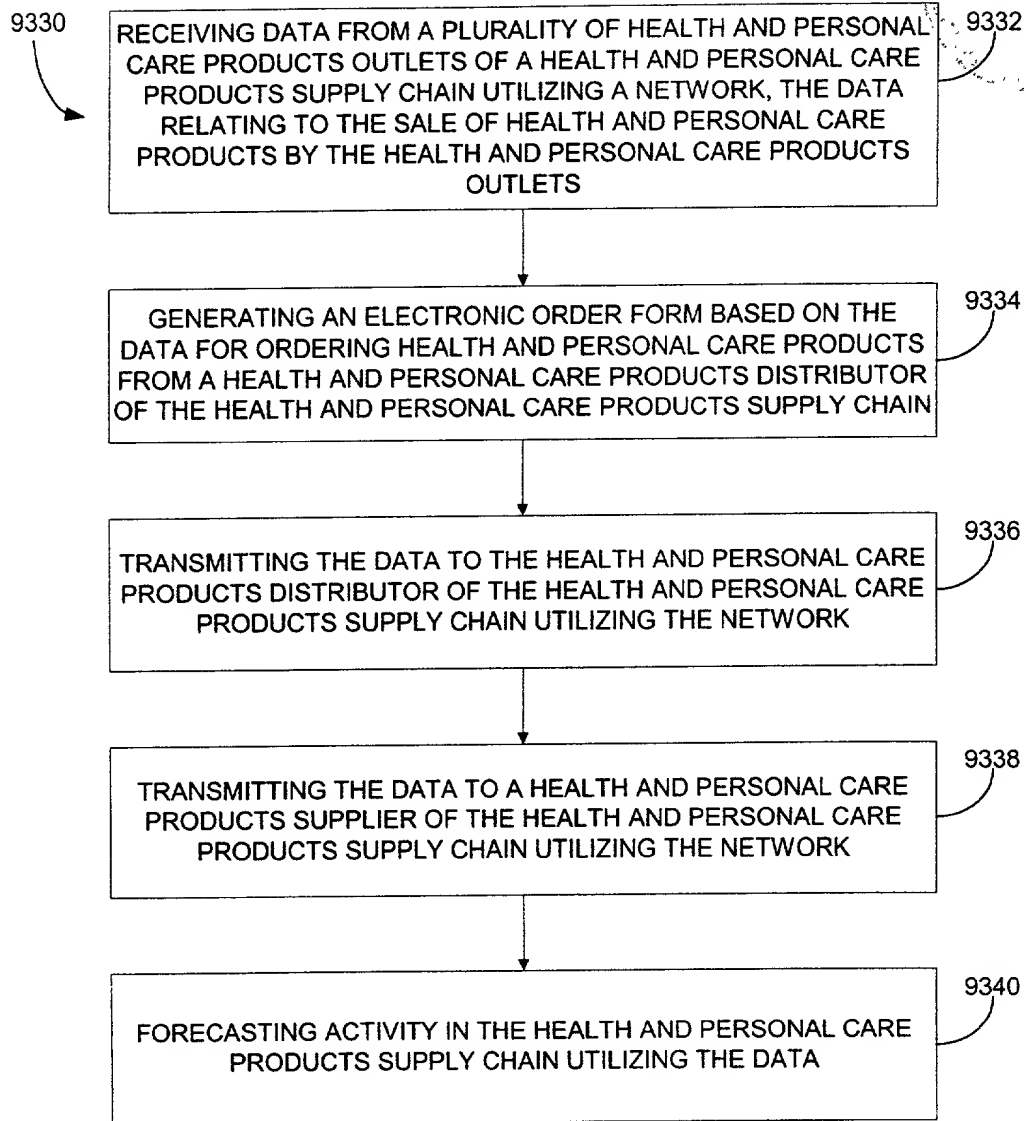
COMPARING THE FIRST IDENTIFICATION INFORMATION WITH THE  
SECOND IDENTIFICATION INFORMATION

9238

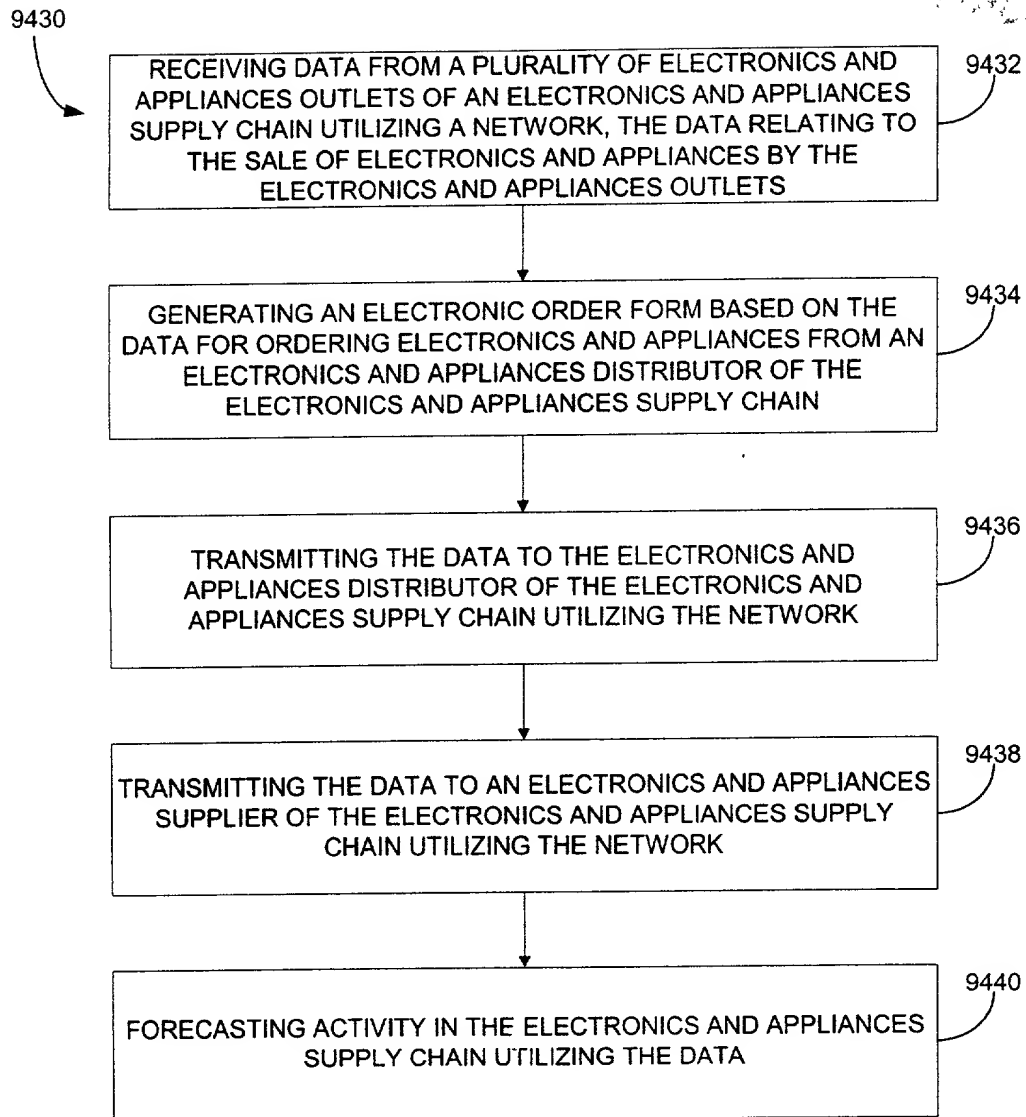
UPDATING THE REGISTRATION OF THE STORES BASED ON THE  
COMPARISON

9240

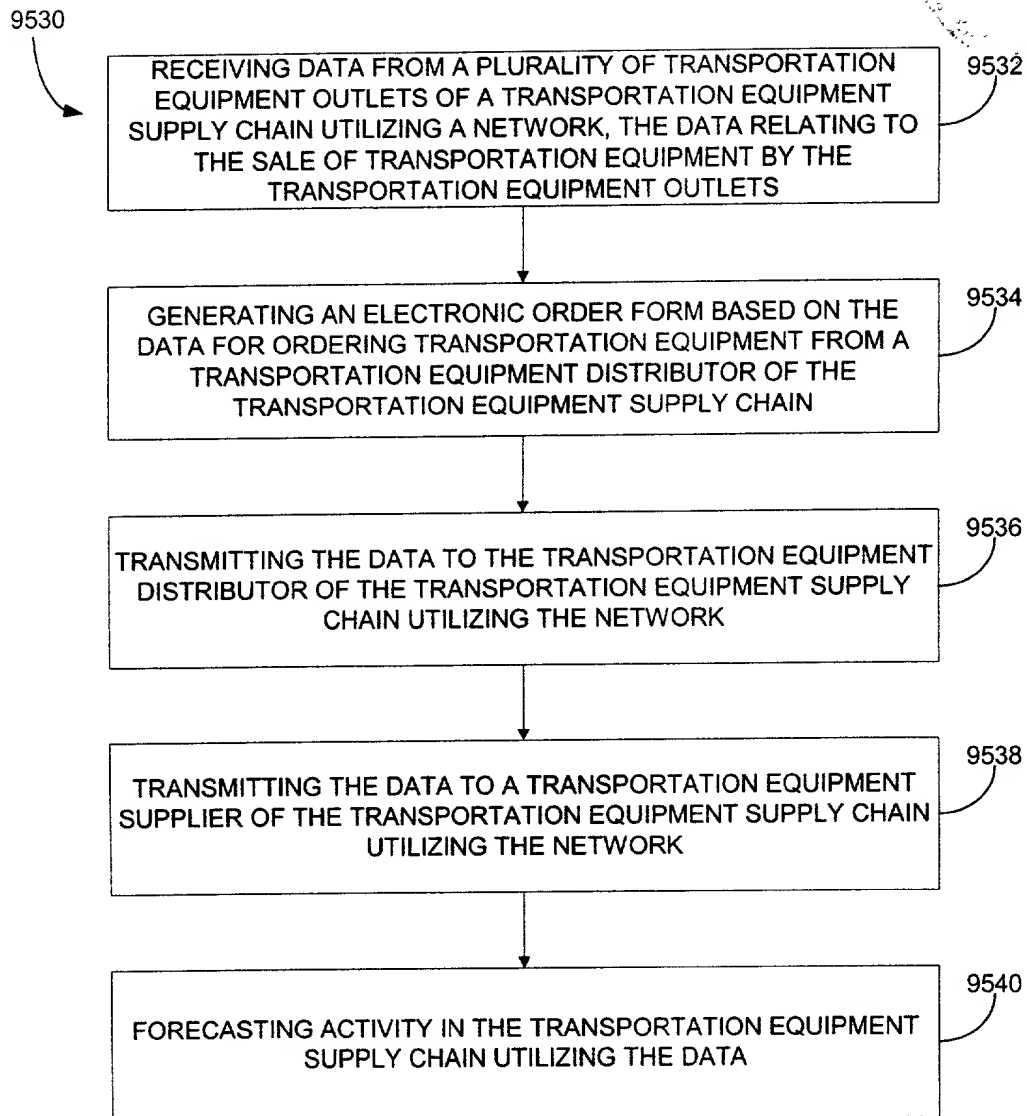
**FIG. 92**



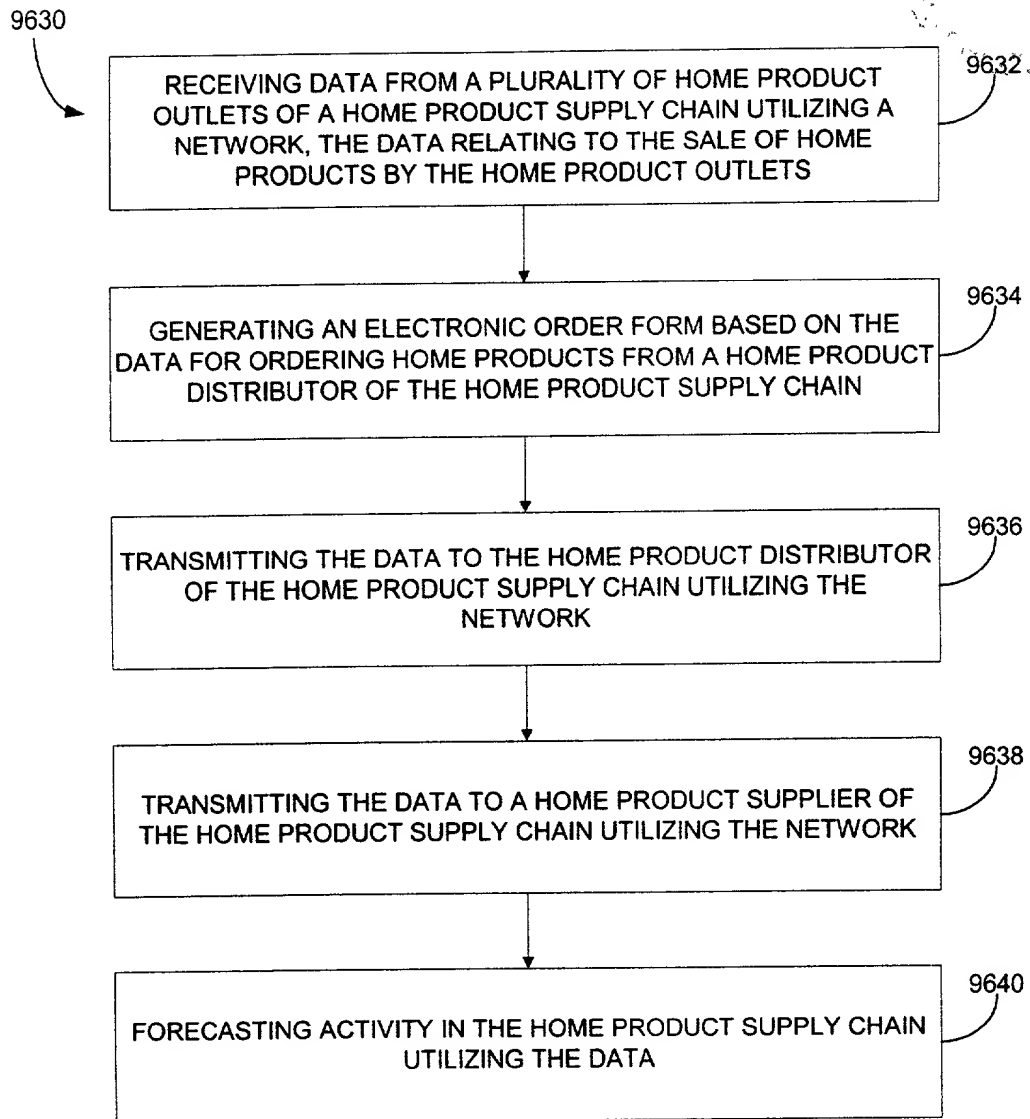
**FIG. 93**



**FIG. 94**



**FIG. 95**



**FIG. 96**



9730

RECEIVING DATA FROM A PLURALITY OF FOOD AND BEVERAGE OUTLETS OF A FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF FOOD AND BEVERAGES BY THE FOOD AND BEVERAGE OUTLETS

9732

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING FOOD AND BEVERAGES FROM A FOOD AND BEVERAGE DISTRIBUTOR OF THE FOOD AND BEVERAGE SUPPLY CHAIN

9734

TRANSMITTING THE DATA TO THE FOOD AND BEVERAGE DISTRIBUTOR OF THE FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING THE NETWORK

9736

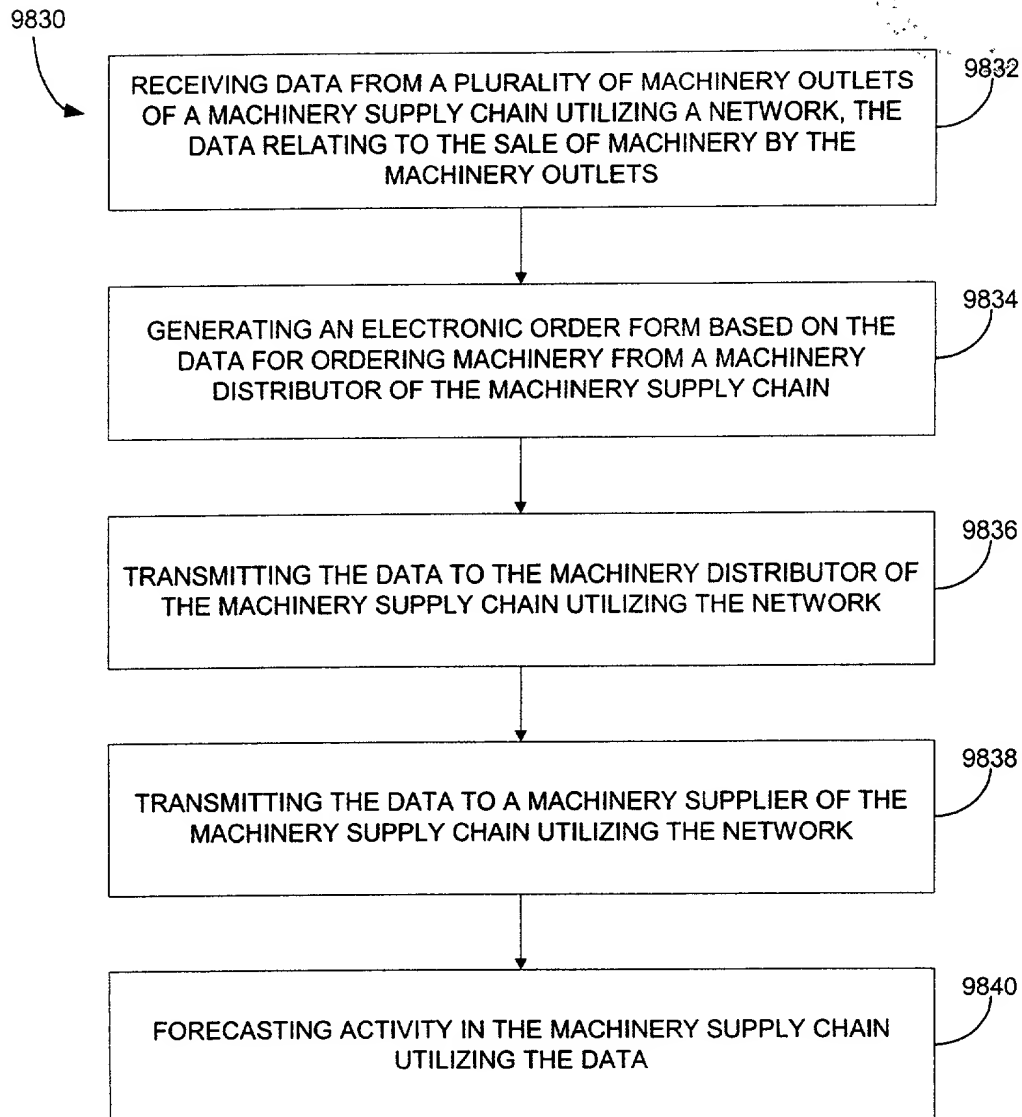
TRANSMITTING THE DATA TO A FOOD AND BEVERAGE SUPPLIER OF THE FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING THE NETWORK

9738

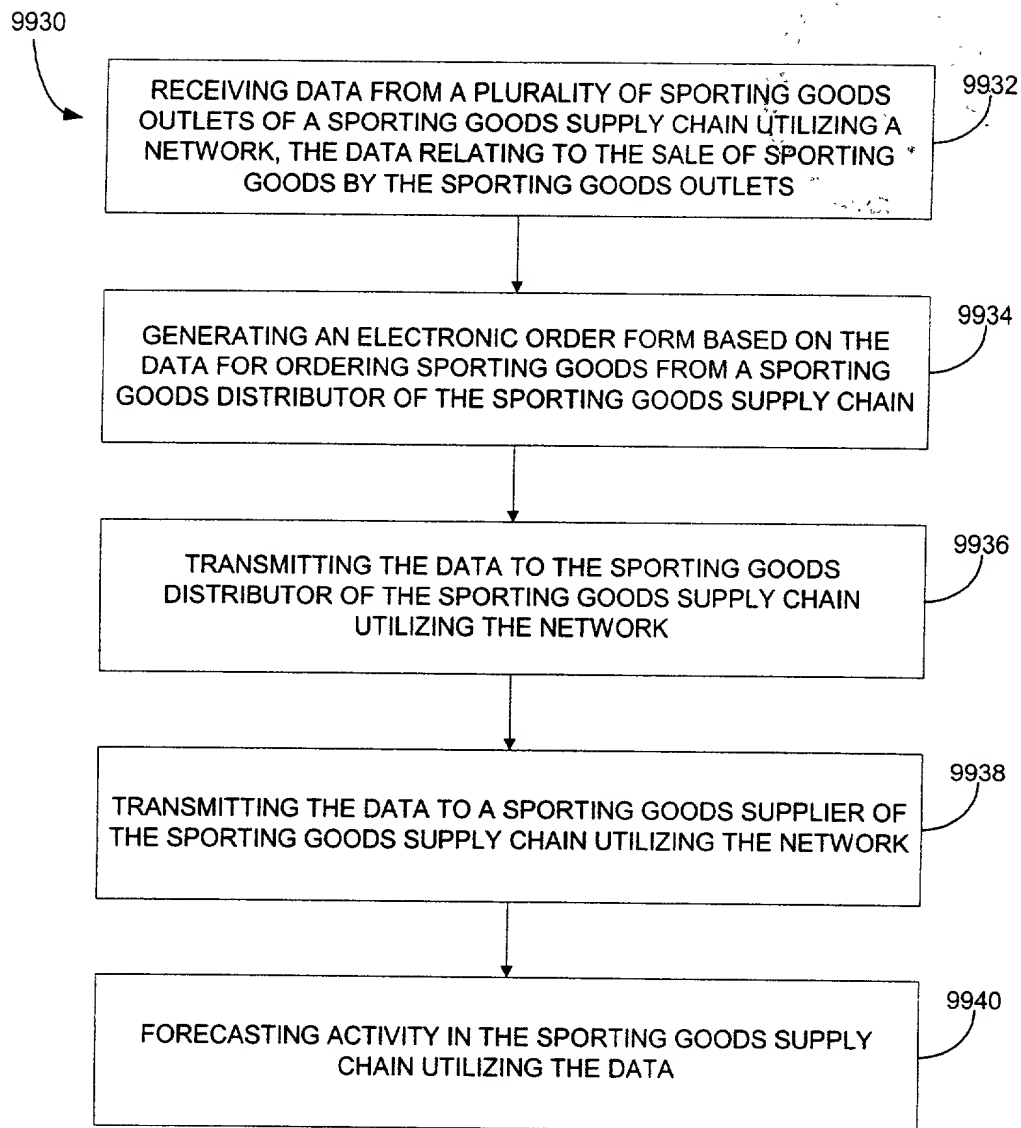
FORECASTING ACTIVITY IN THE FOOD AND BEVERAGE SUPPLY CHAIN UTILIZING THE DATA

9740

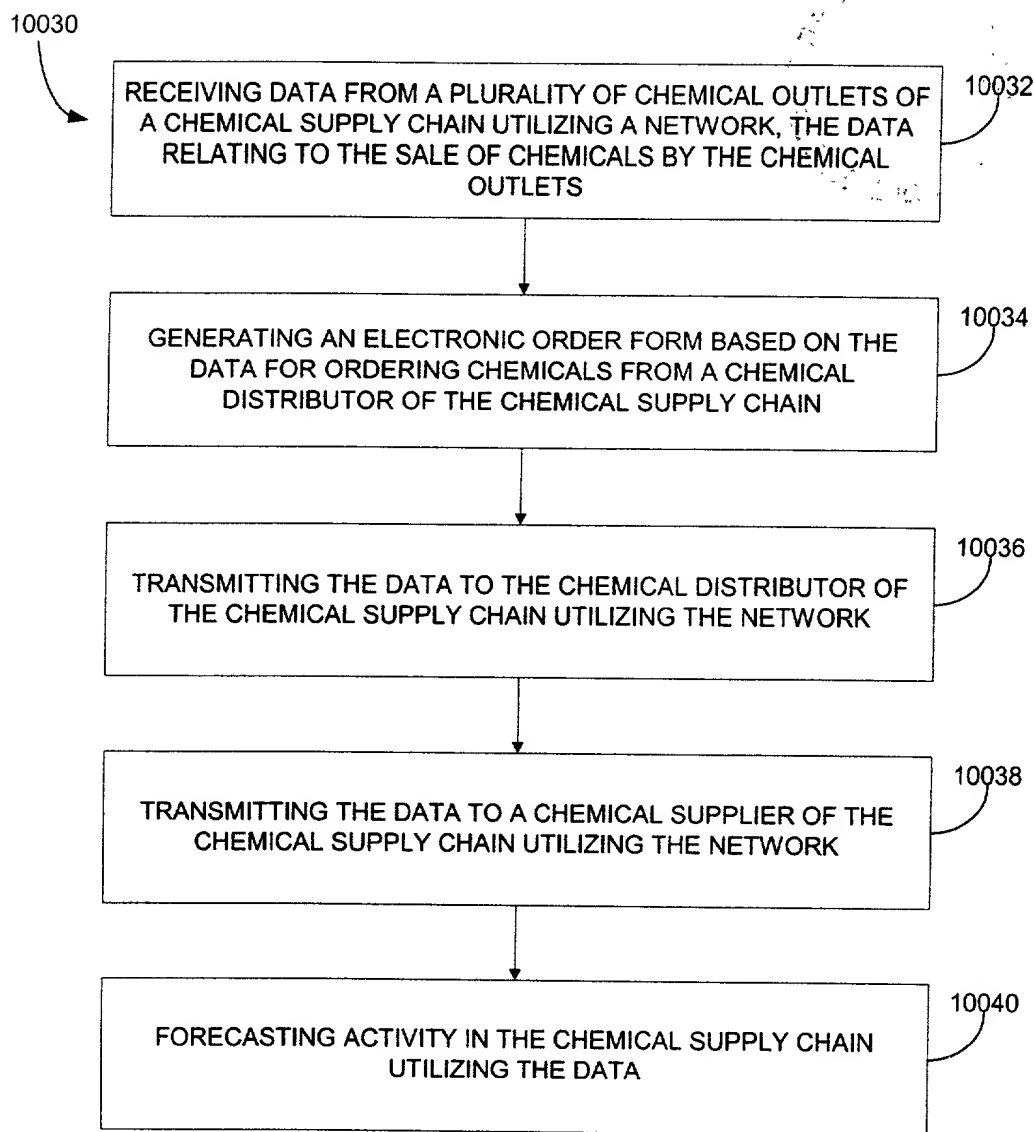
**FIG. 97**



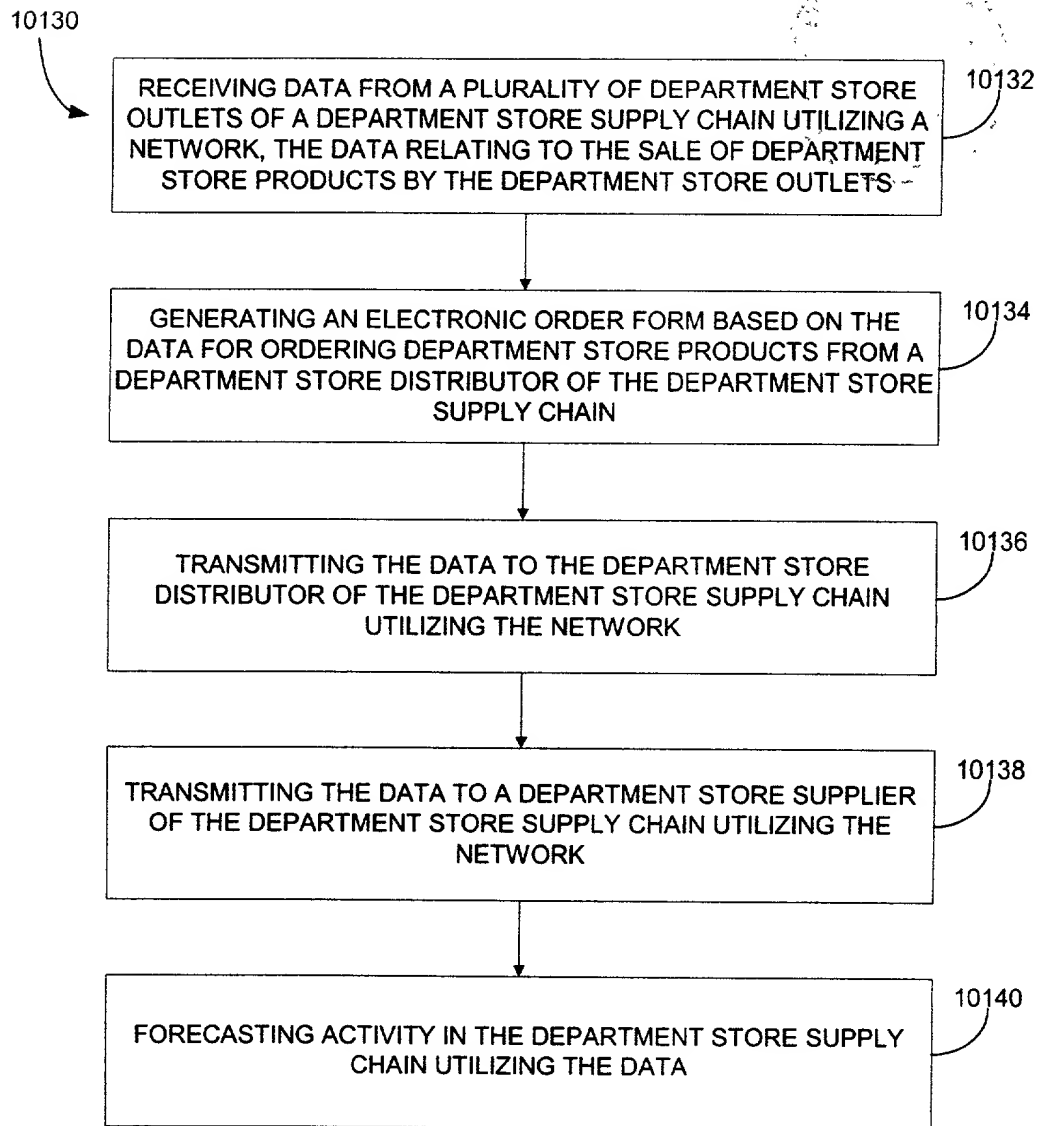
**FIG. 98**



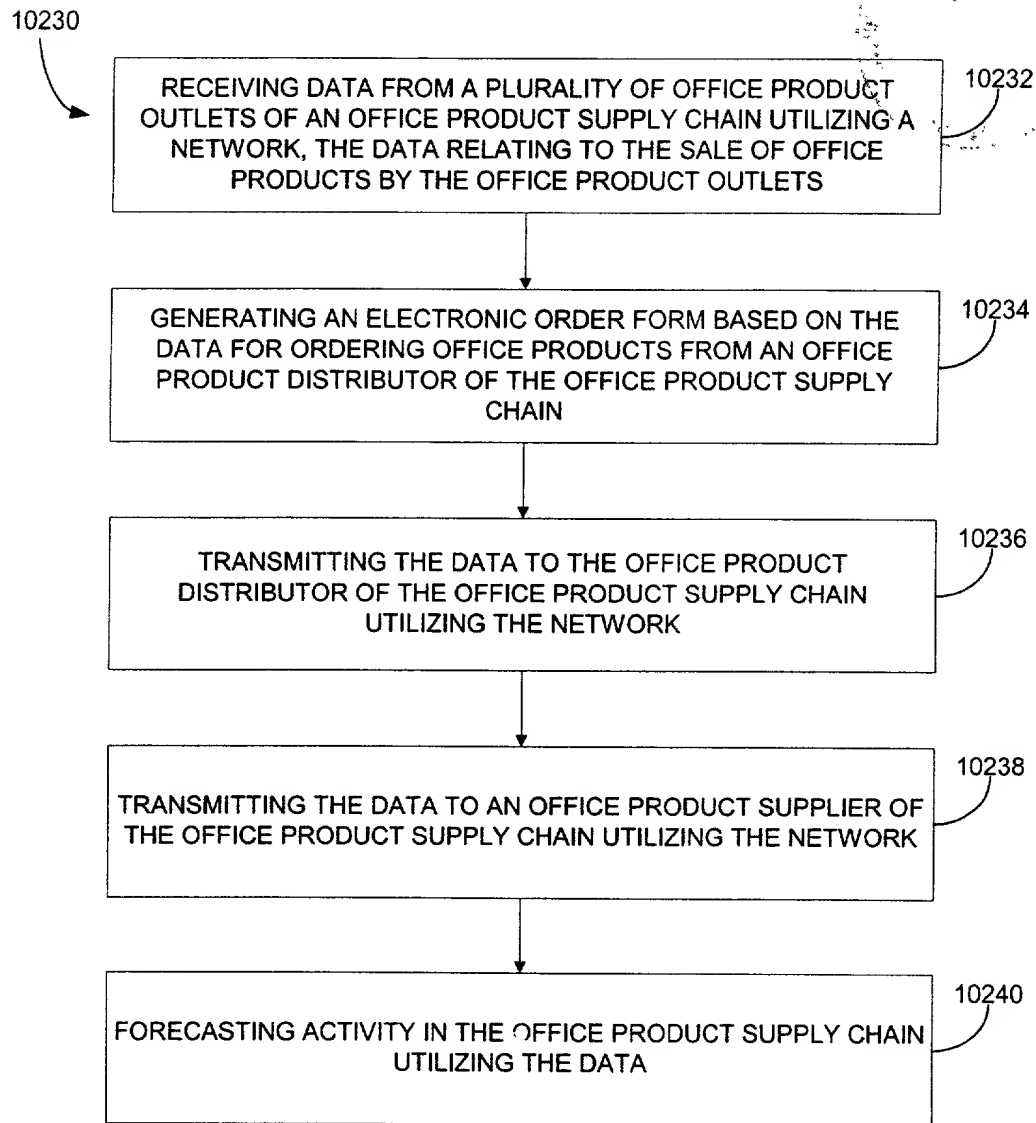
**FIG. 99**



**FIG. 100**

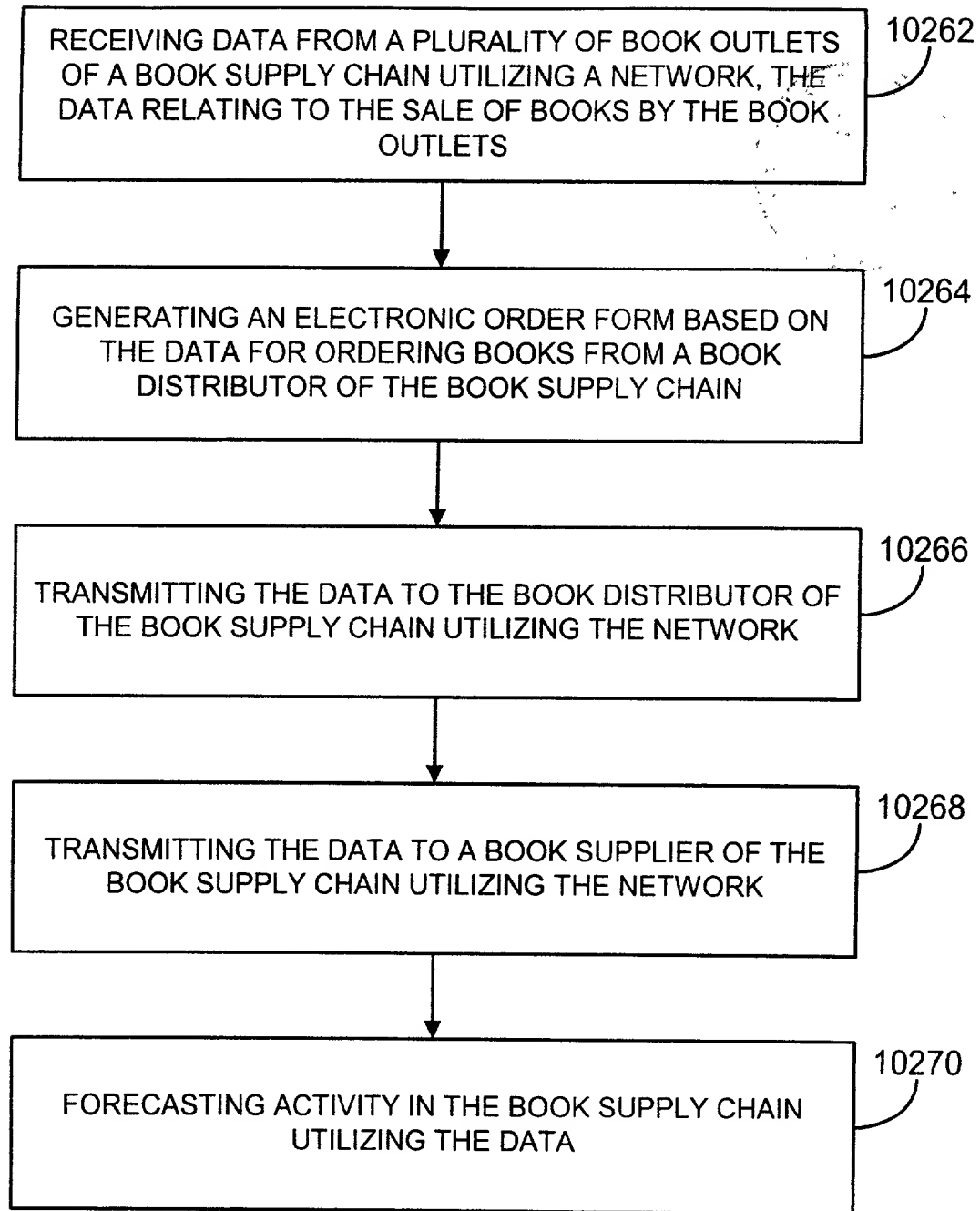


**FIG. 101**

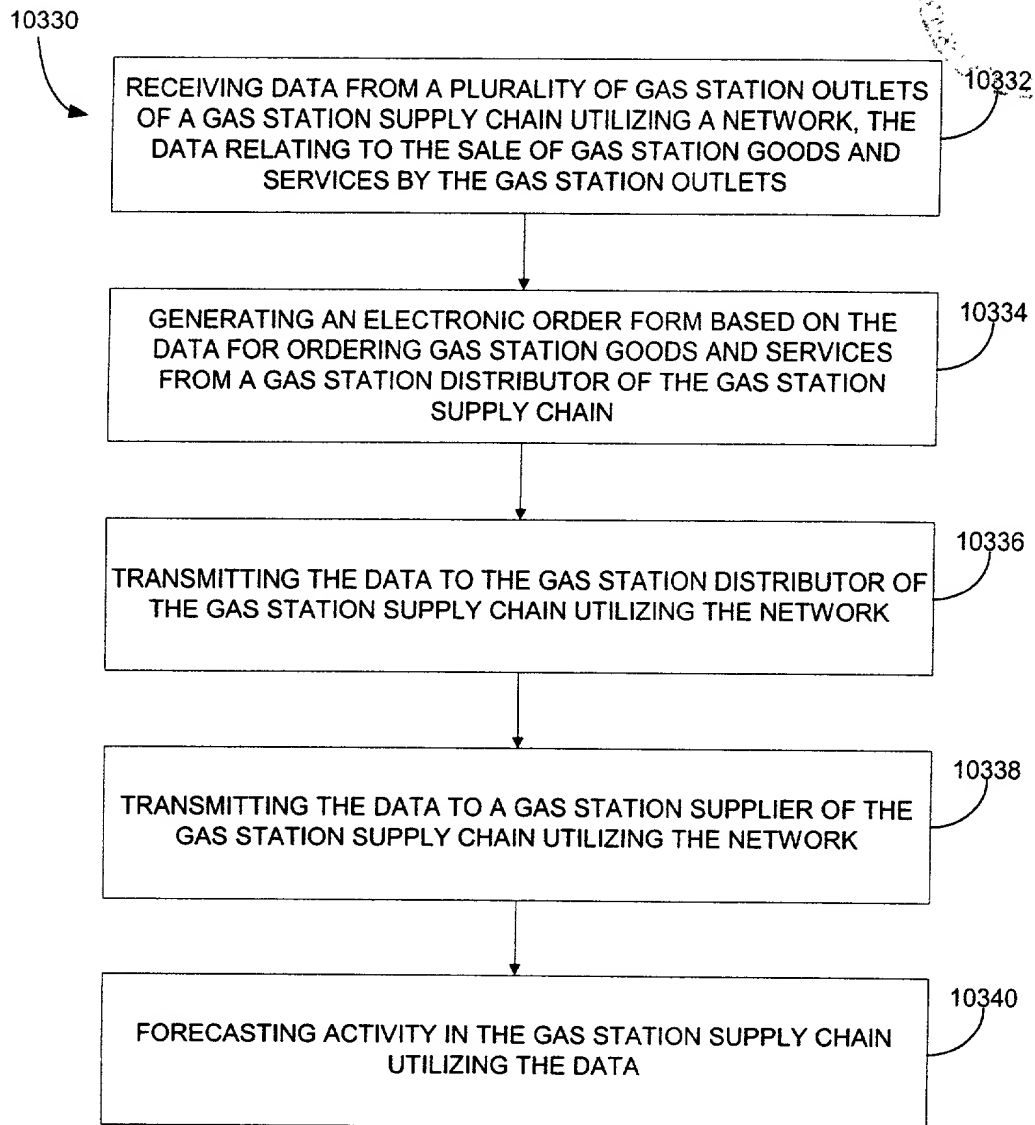


**FIG. 102A**

10260

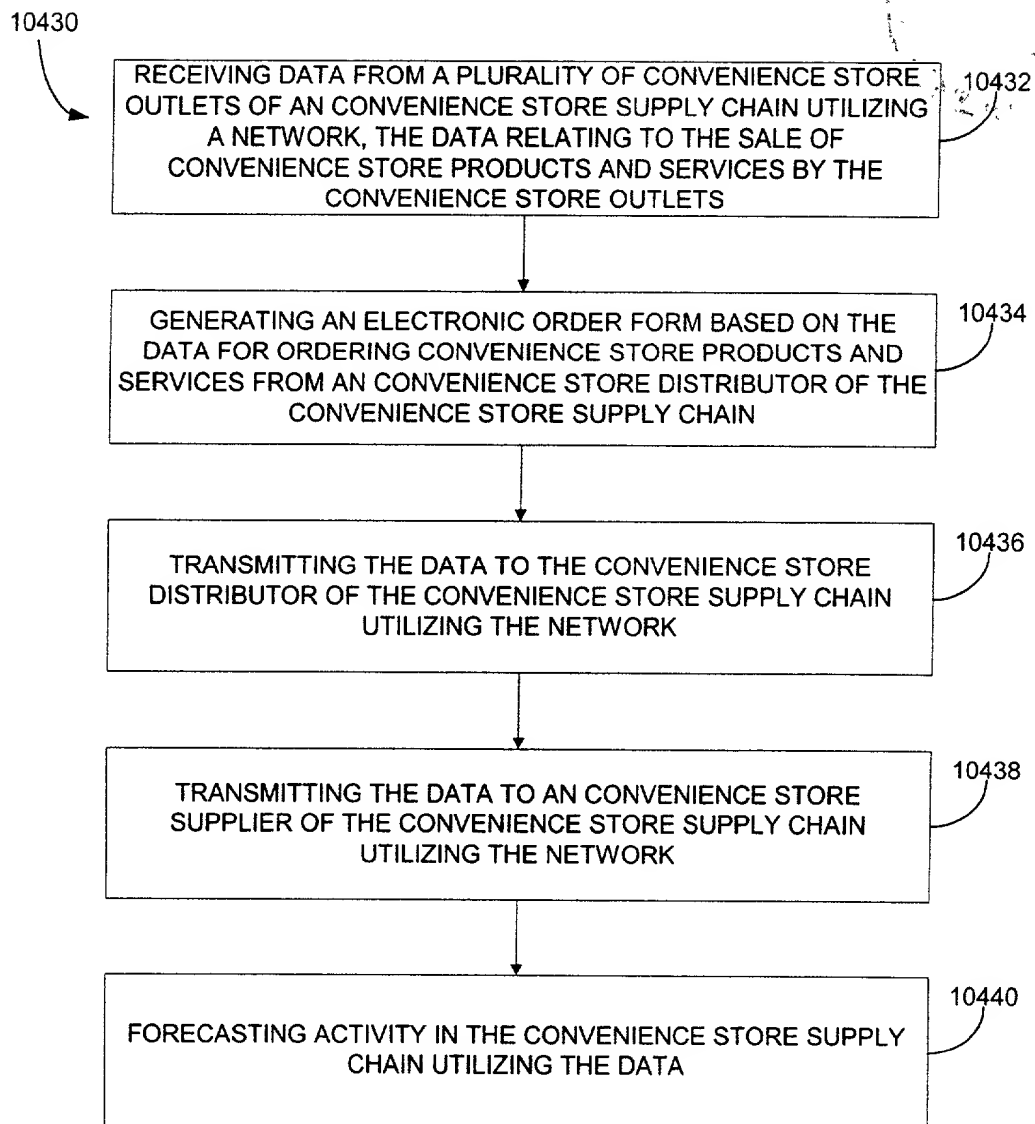


**FIG. 102B**



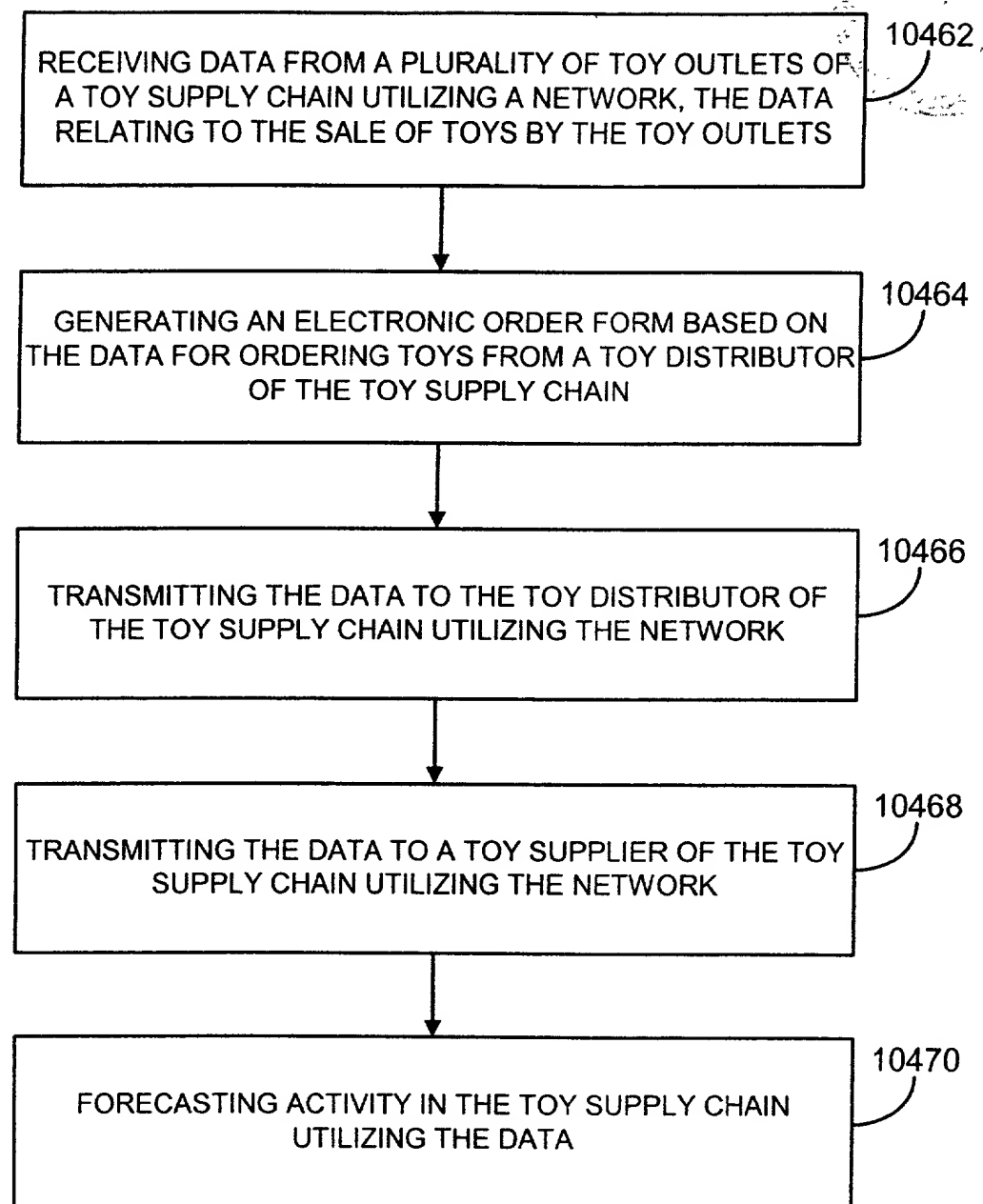
**FIG. 103**



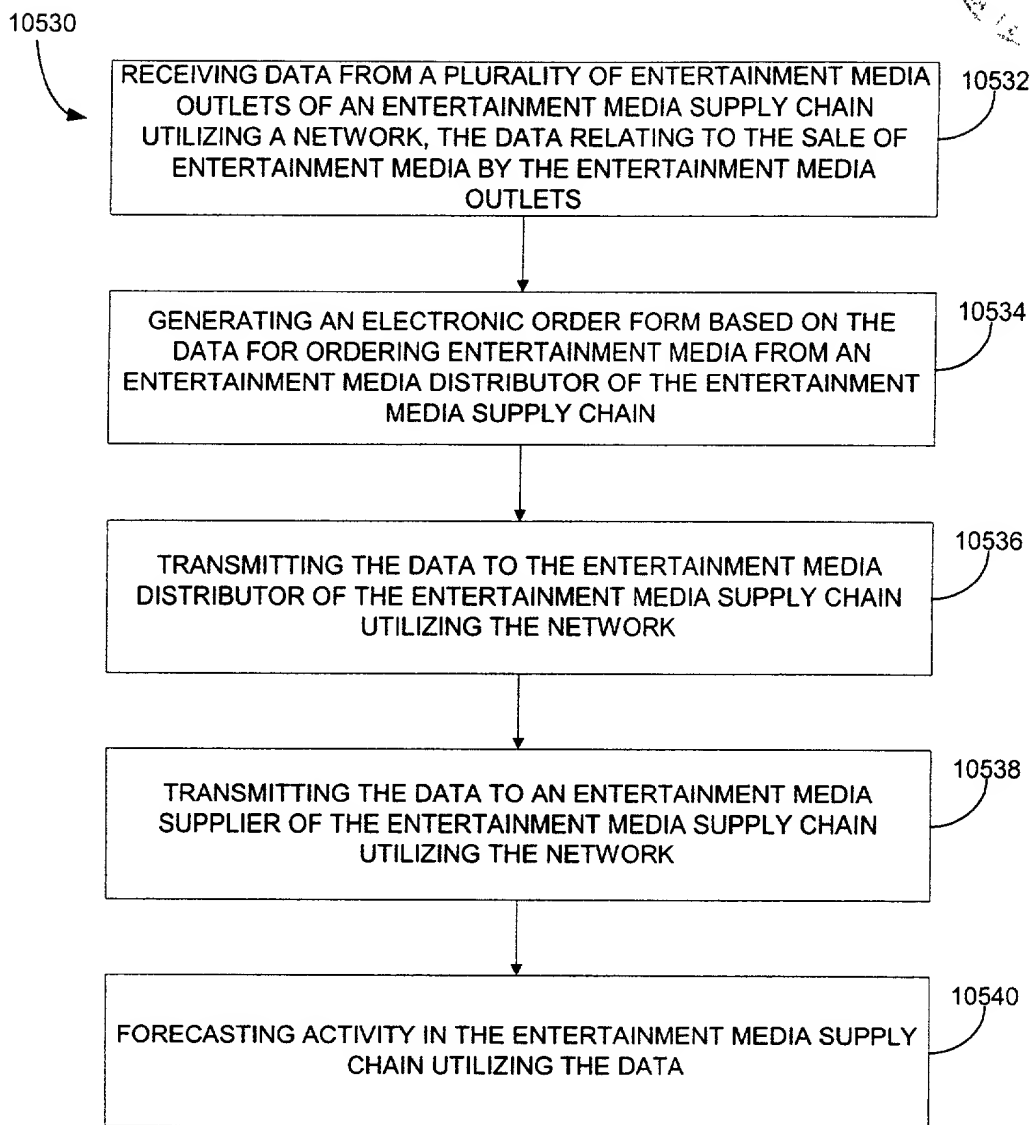


**FIG. 104A**

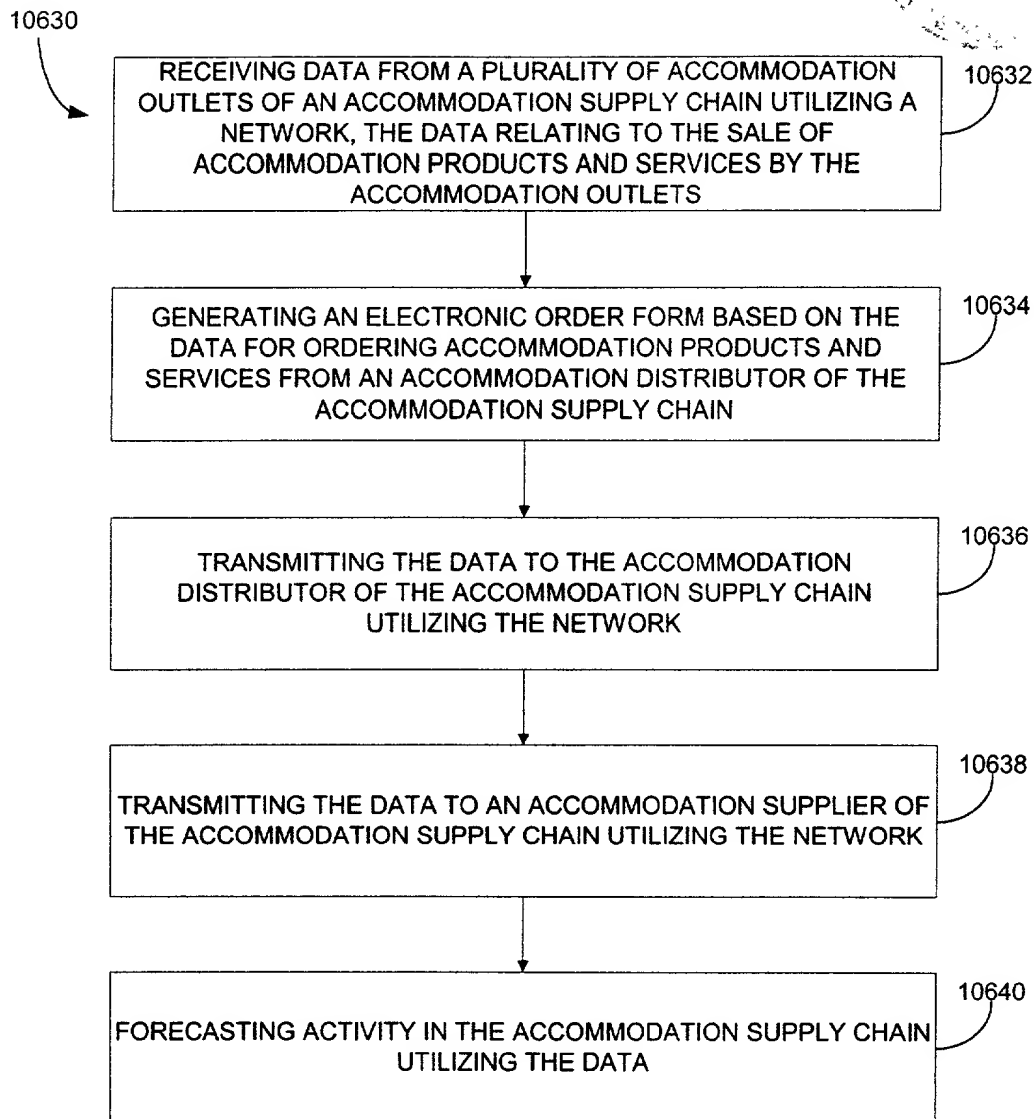
10460



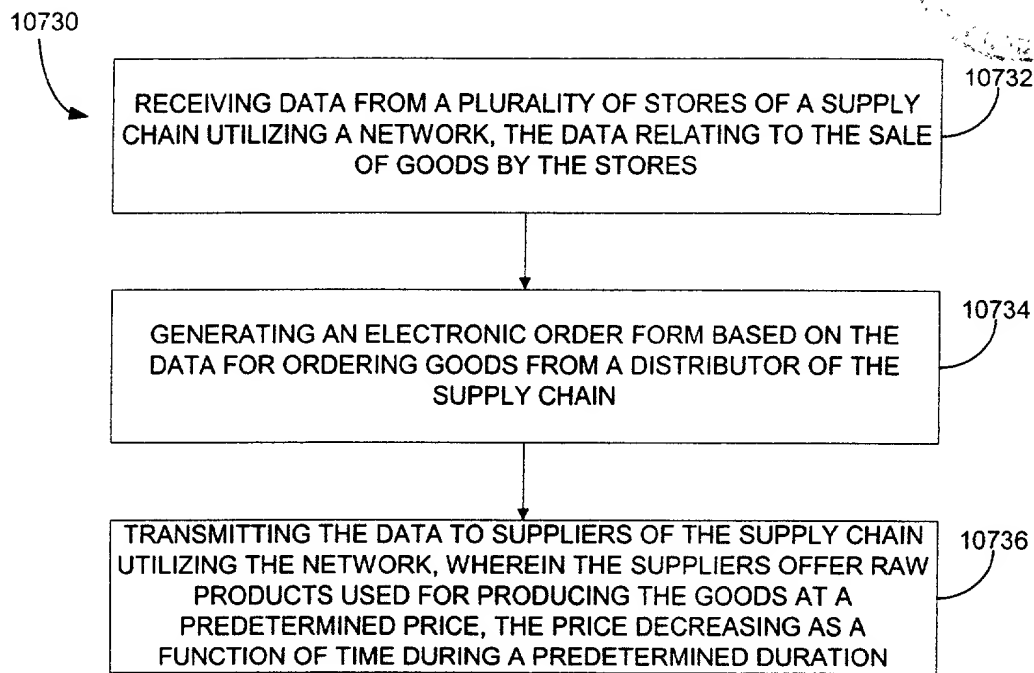
**FIG. 104B**



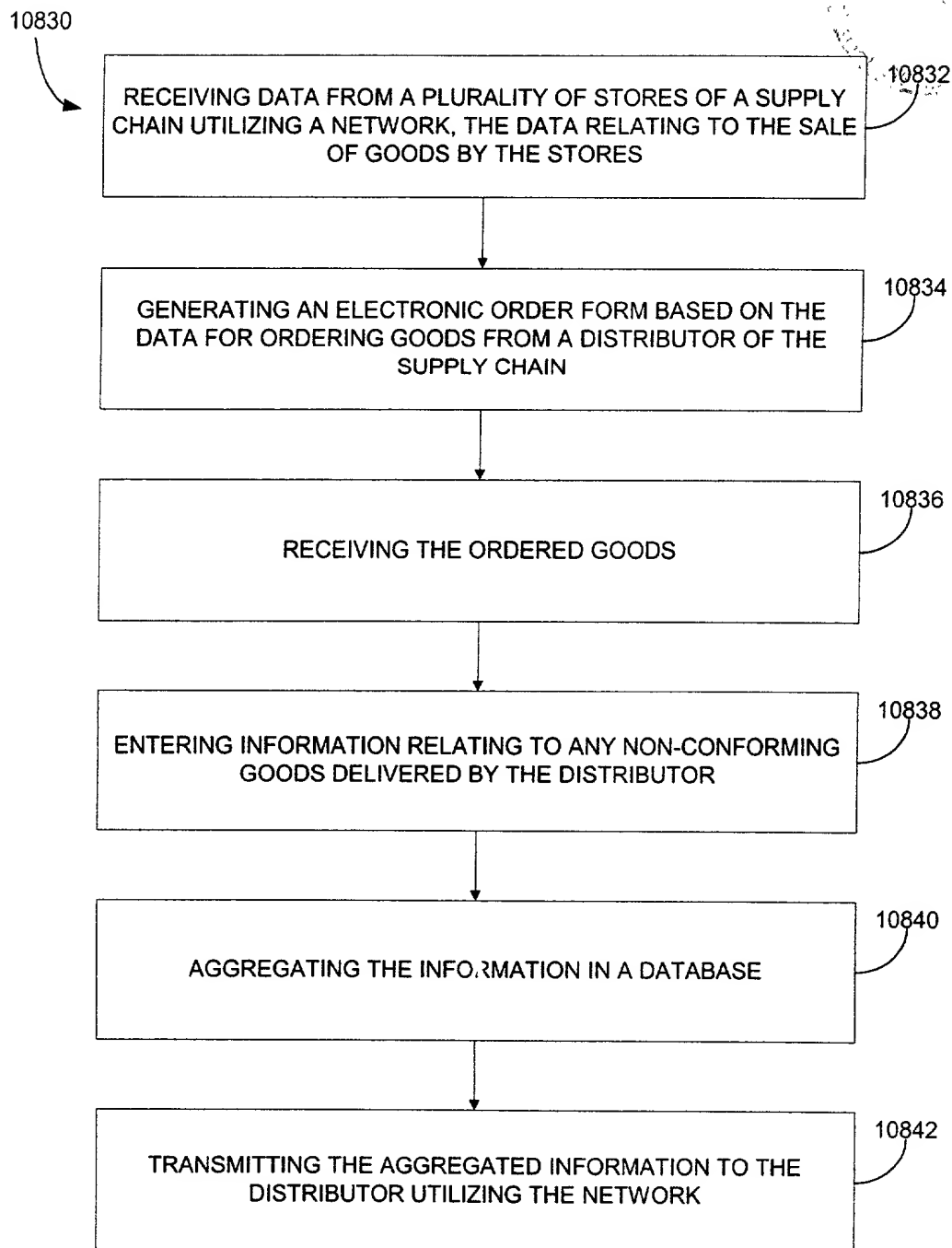
**FIG. 105**



**FIG. 106**

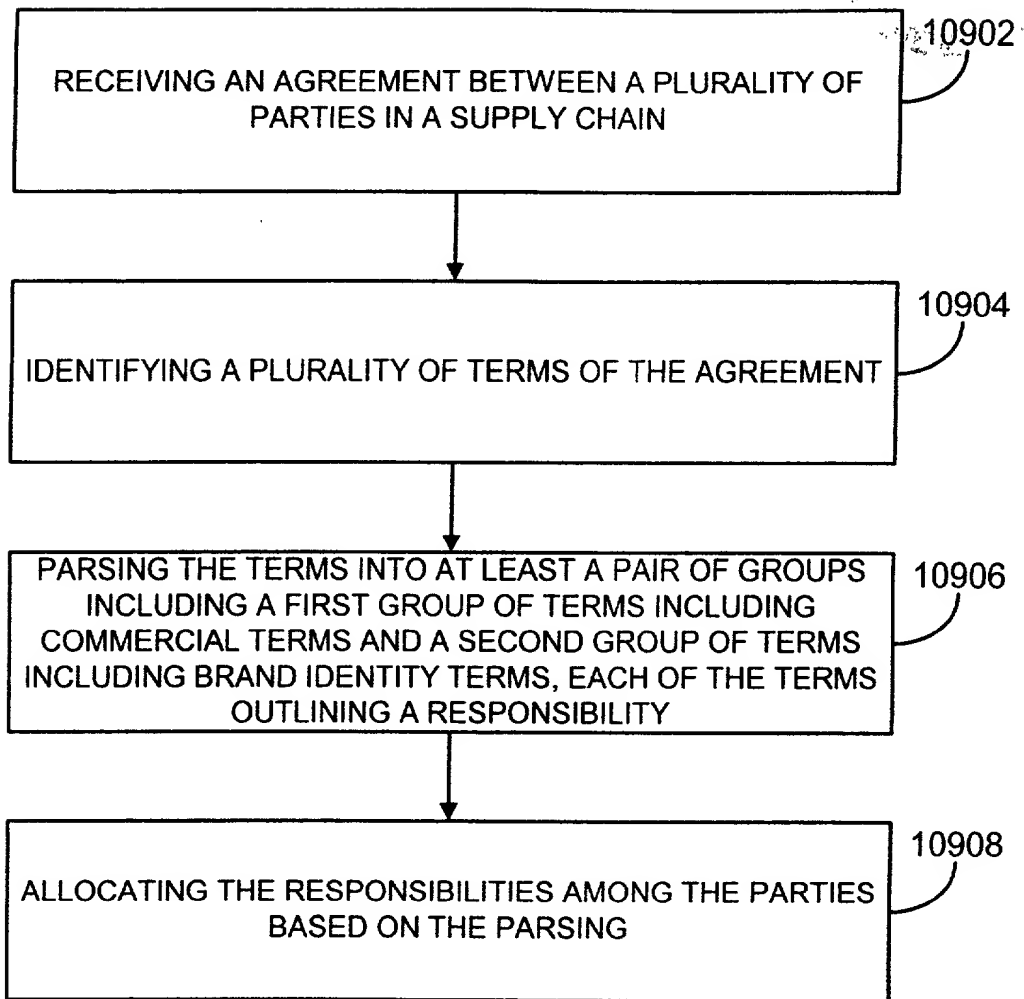


**FIG. 107**



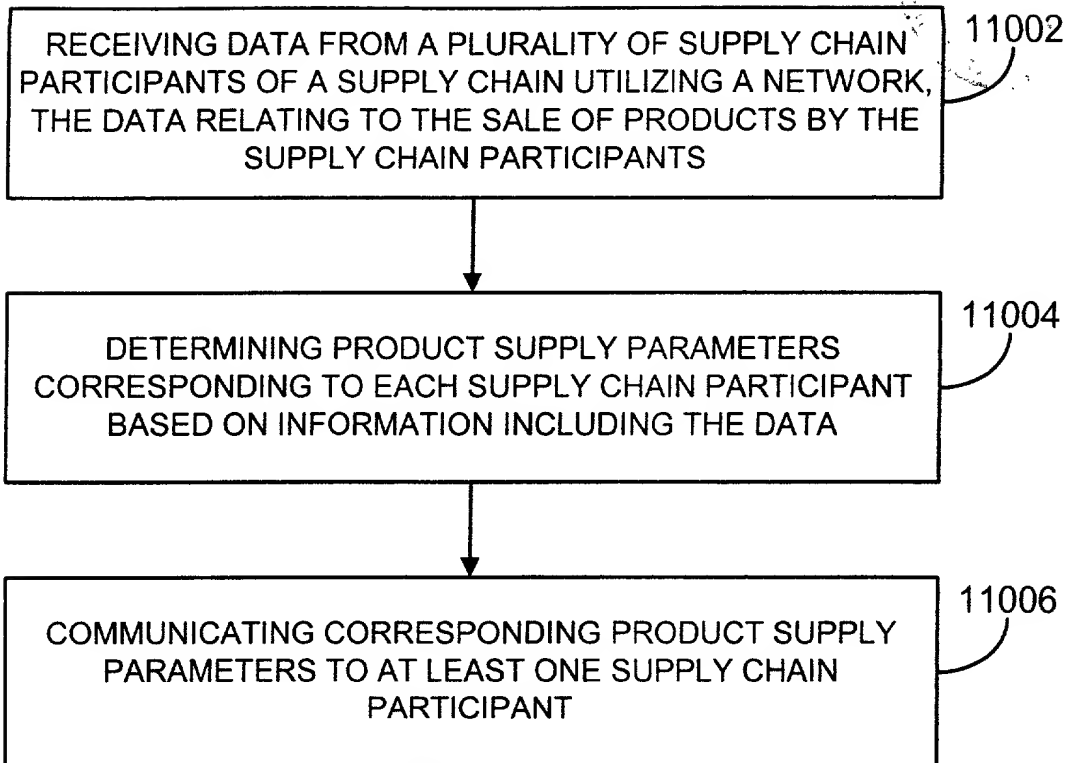
**FIG. 108**

10900



**FIG. 109**

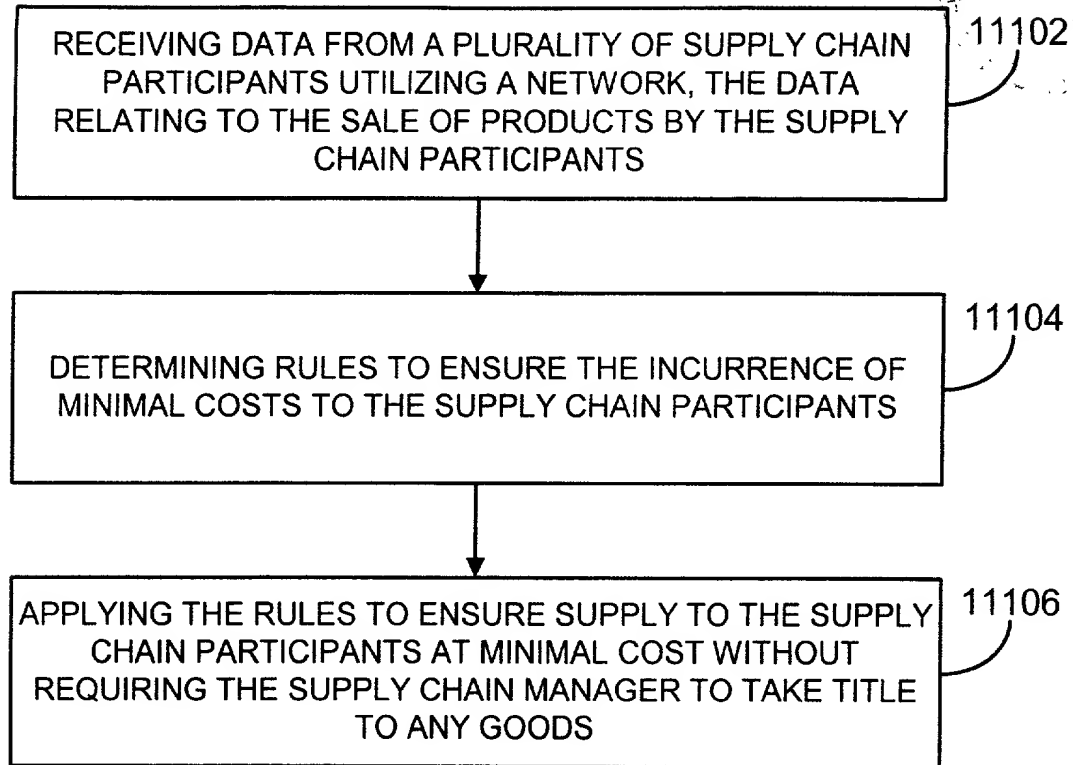
11000



**FIG. 110**

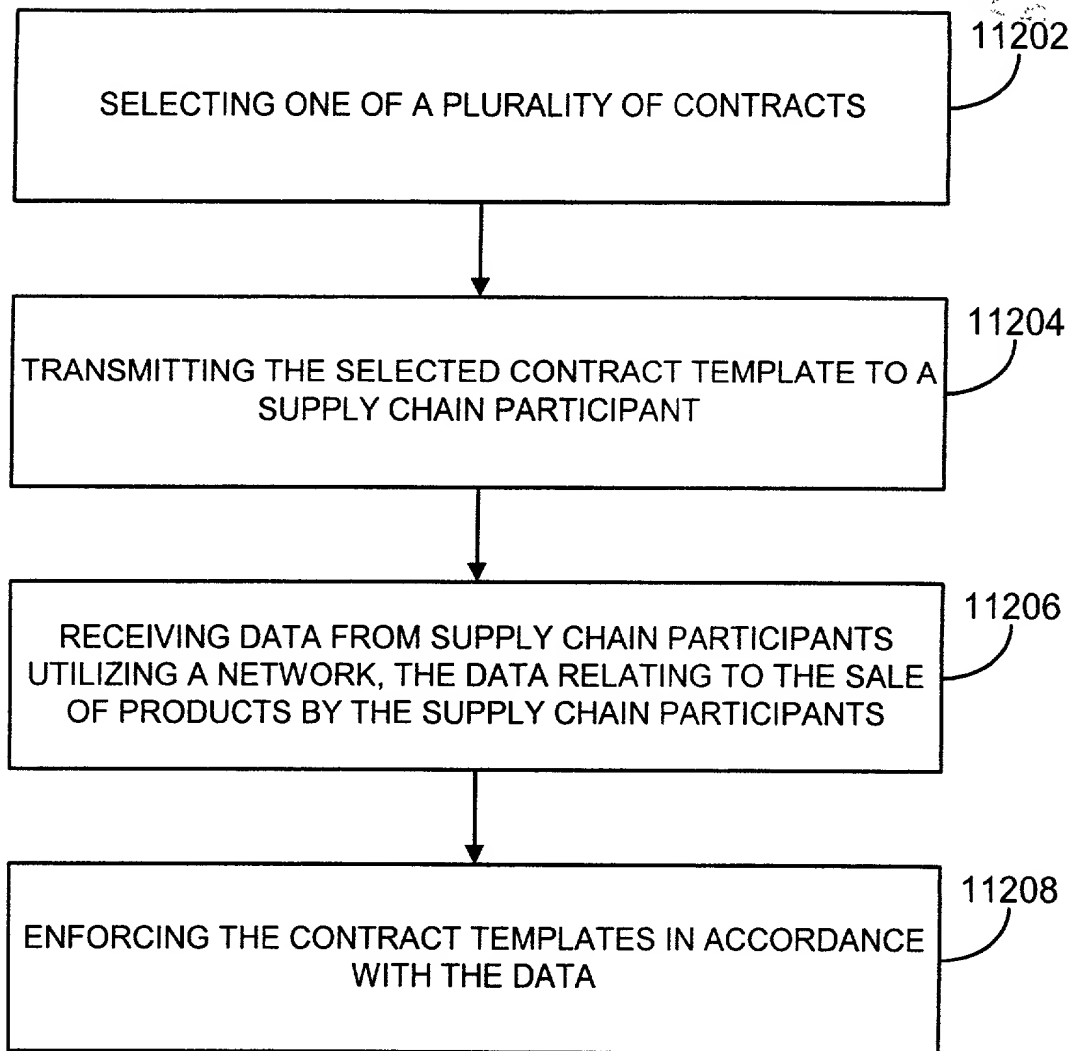


11100



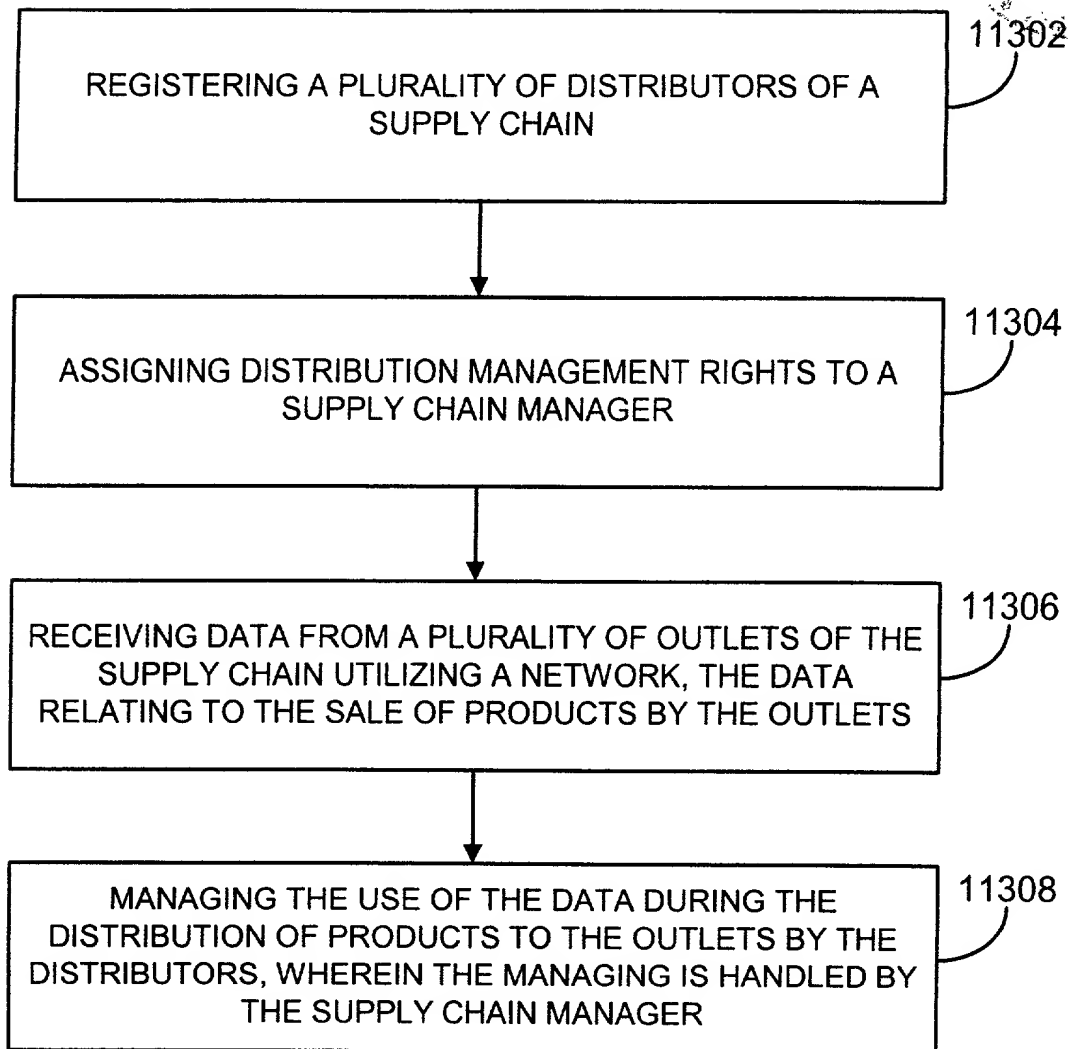
**FIG. 111**

11200



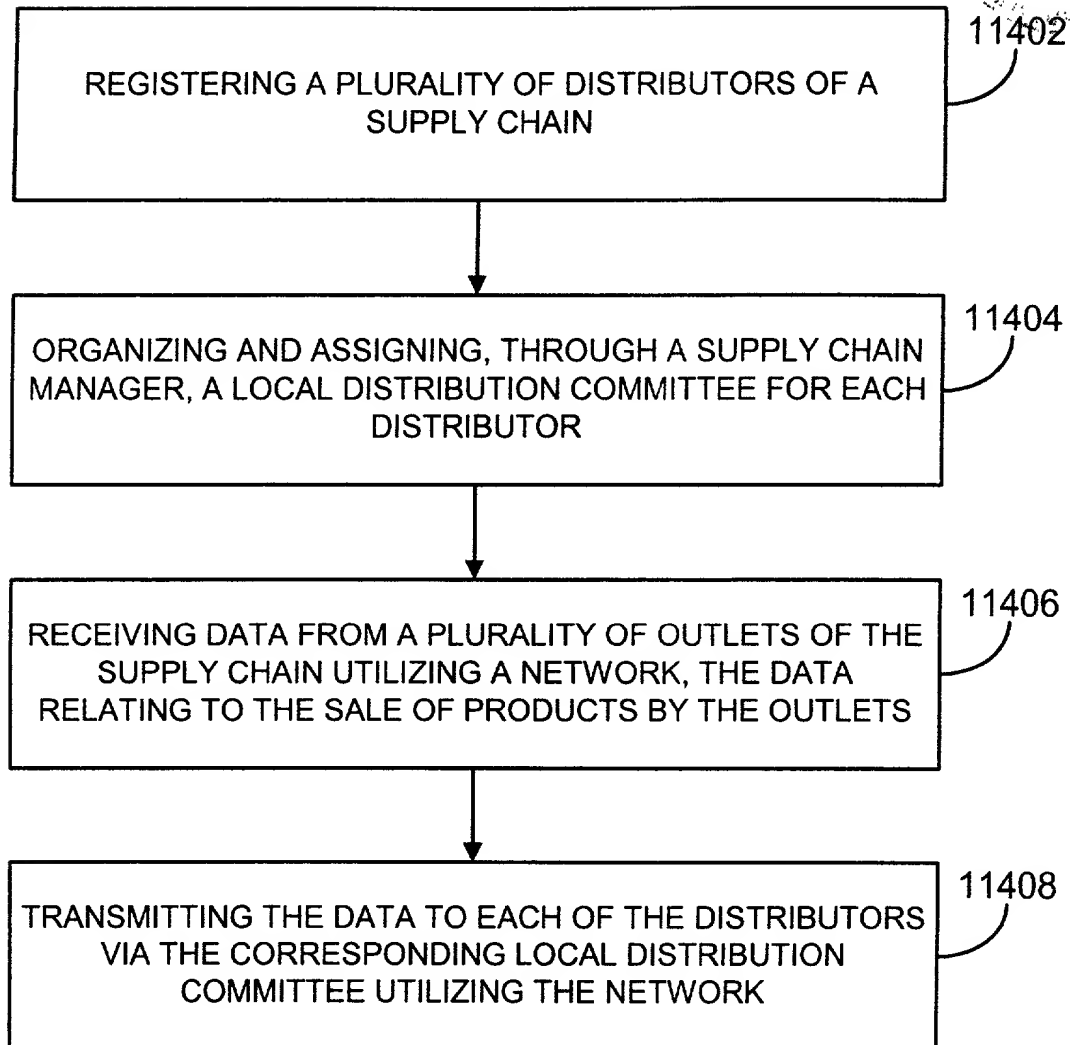
**FIG. 112**

11300



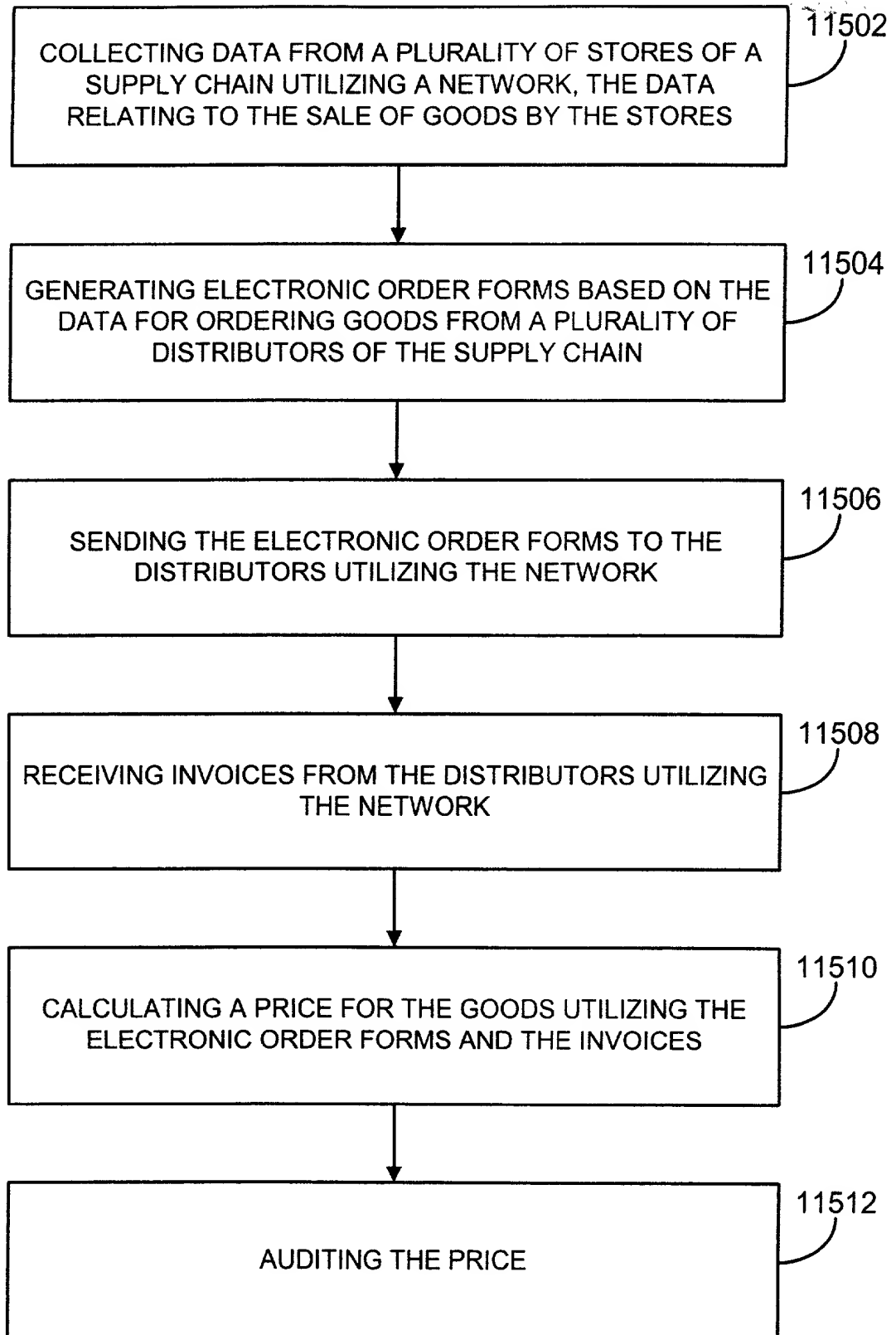
**FIG. 113**

11400



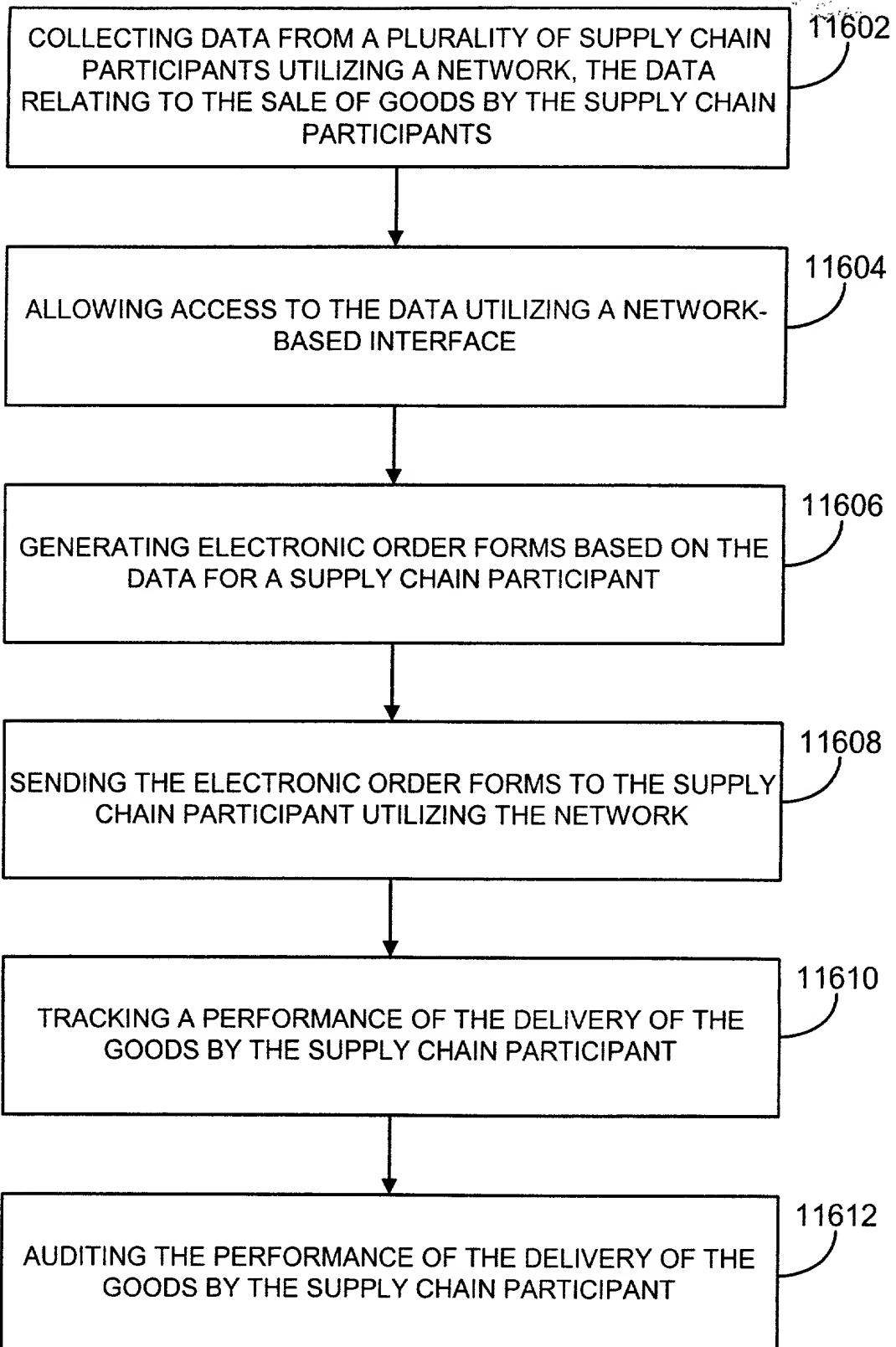
**FIG. 114**

11500



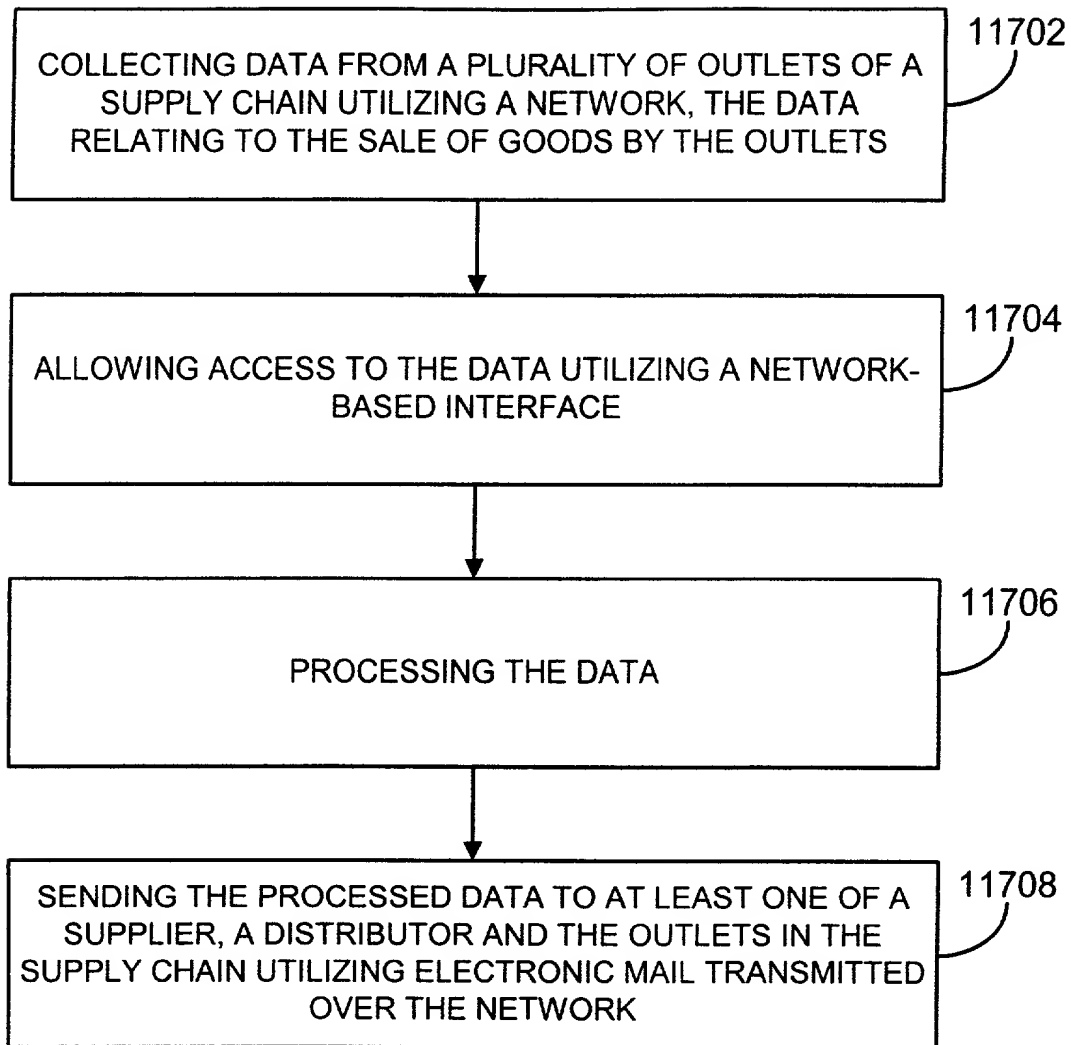
**FIG. 115**

11600



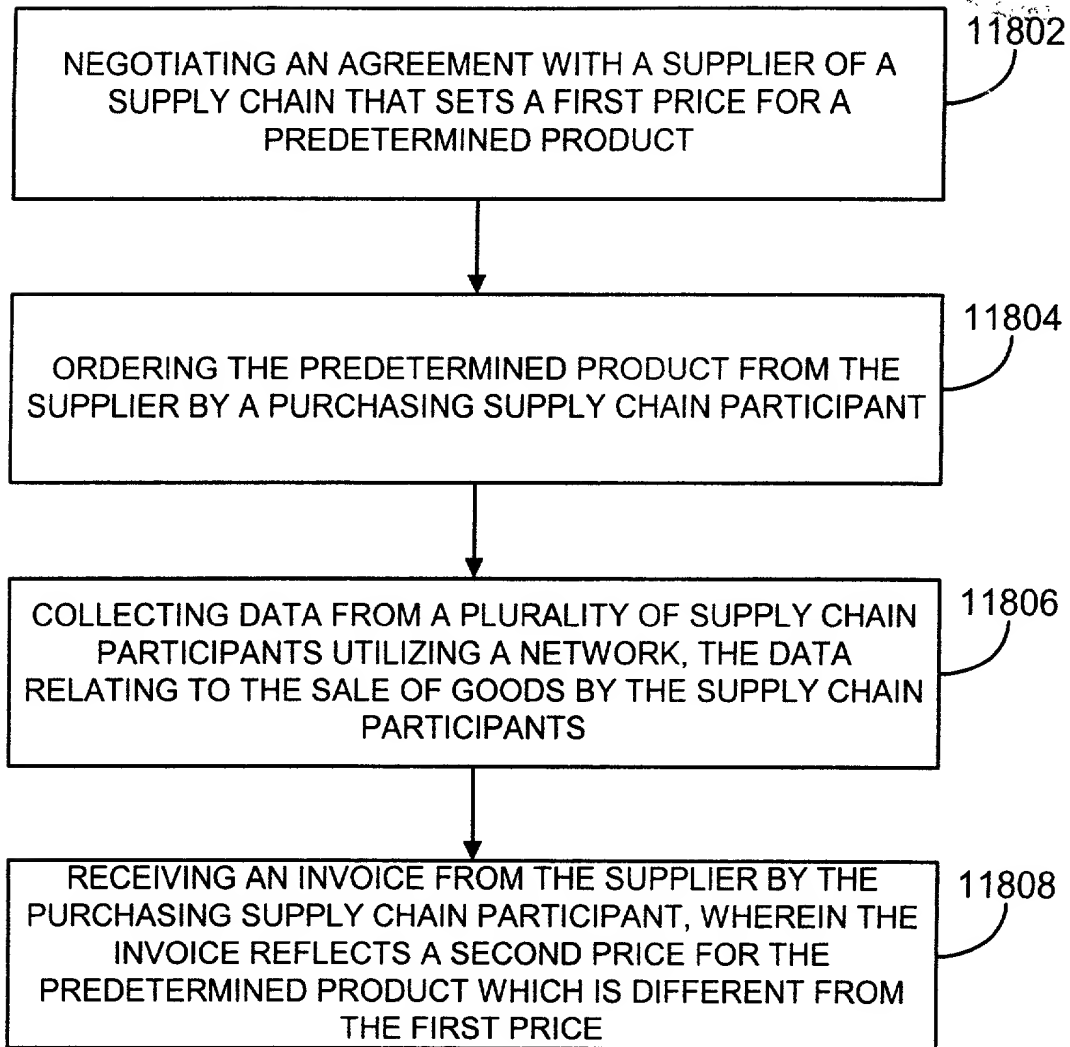
**FIG. 116**

11700



**FIG. 117**

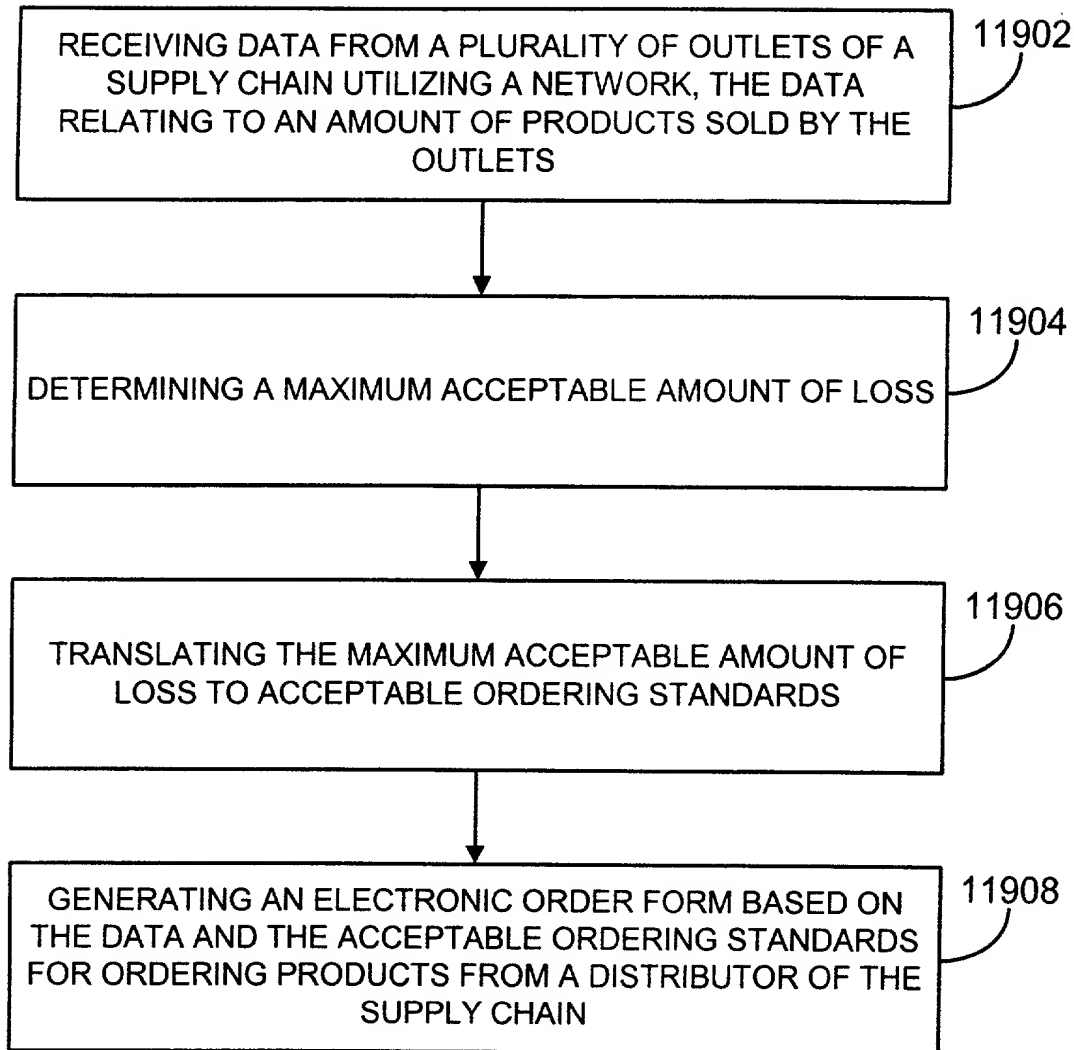
11800



**FIG. 118**

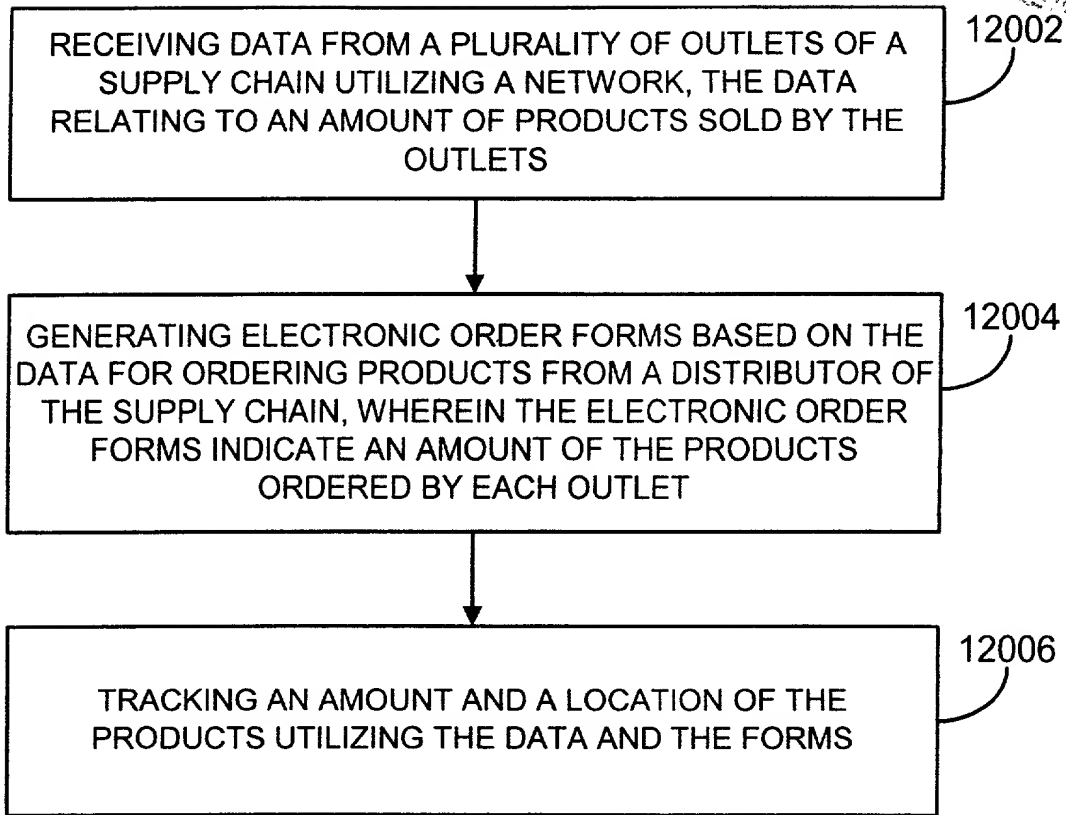


11900



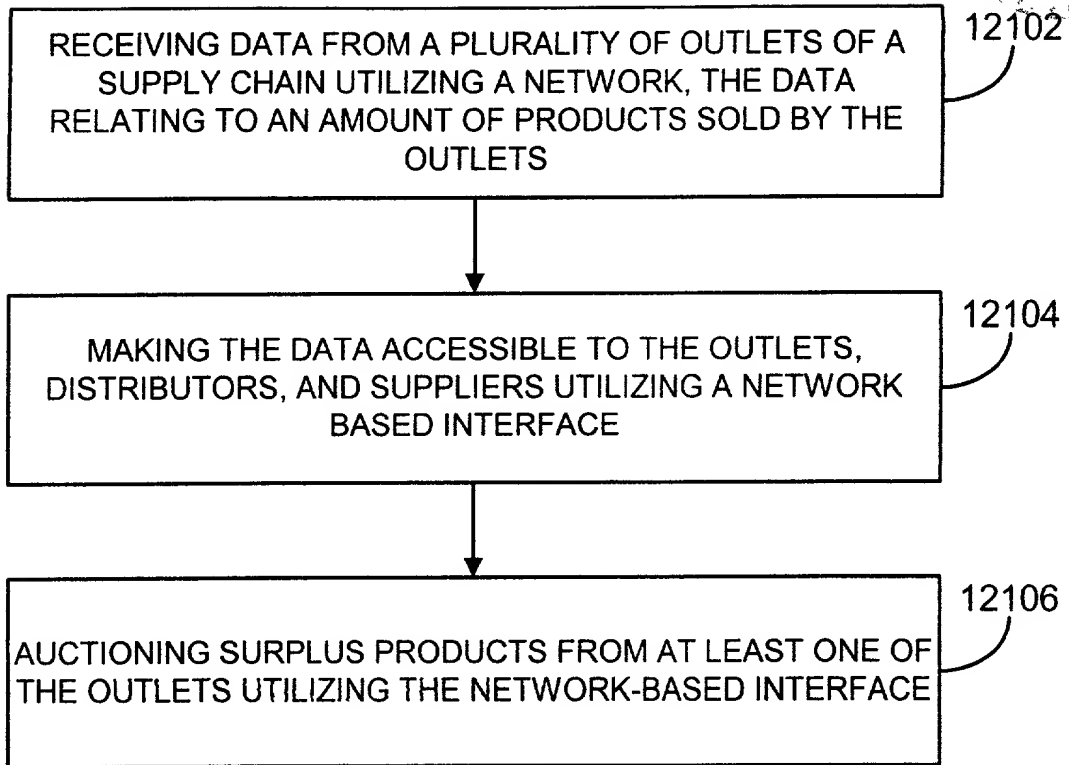
**FIG. 119**

12000



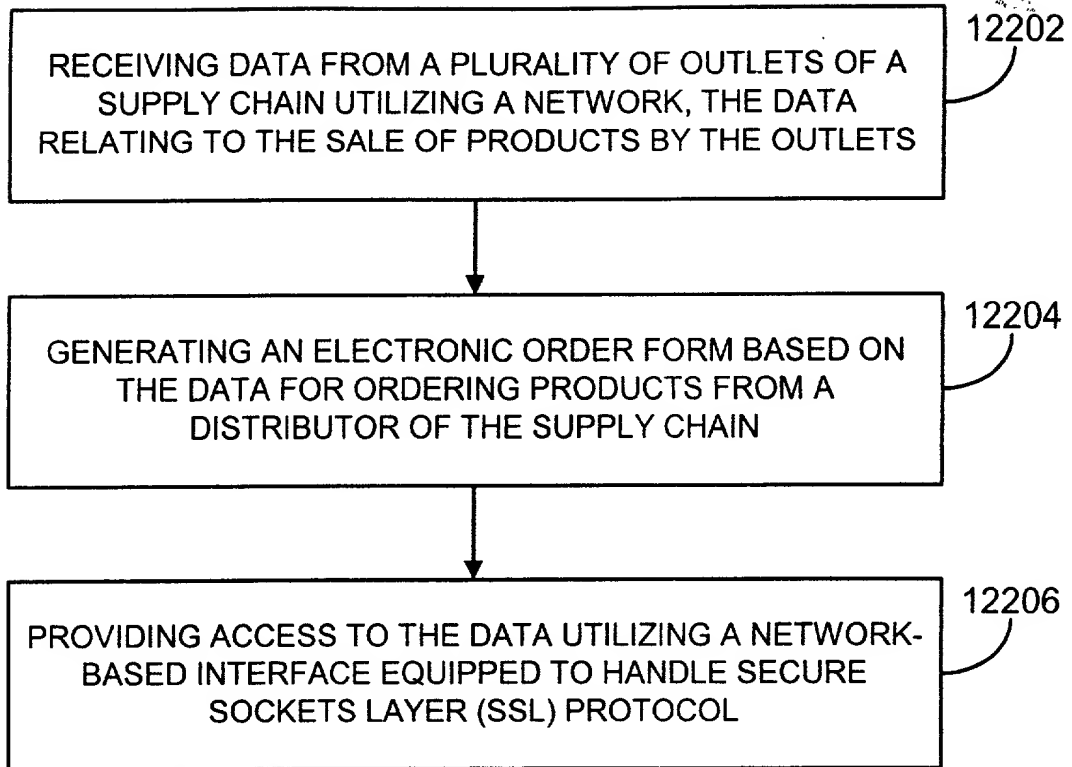
**FIG. 120**

12100



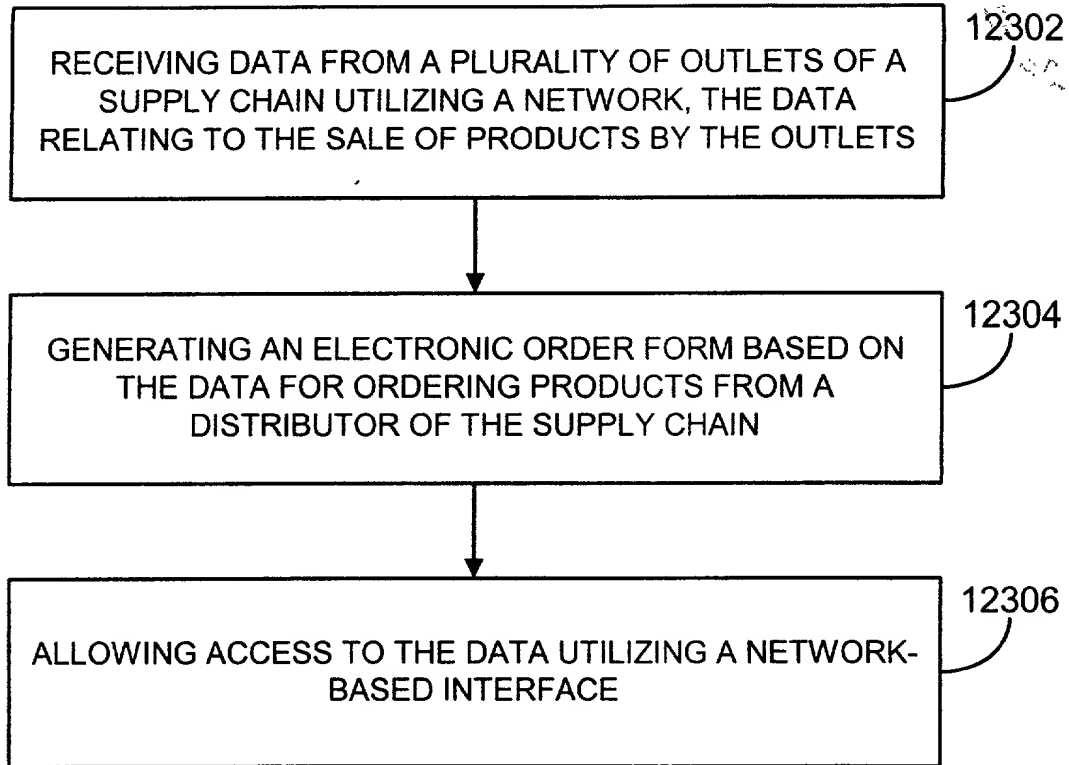
**FIG. 121**

12200



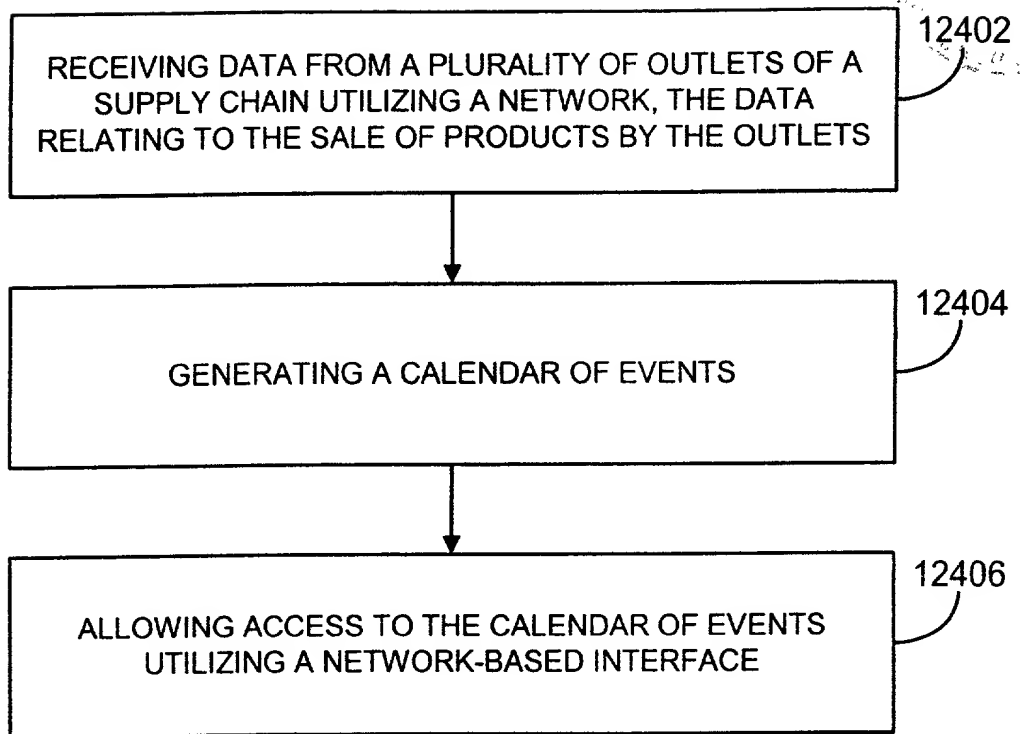
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

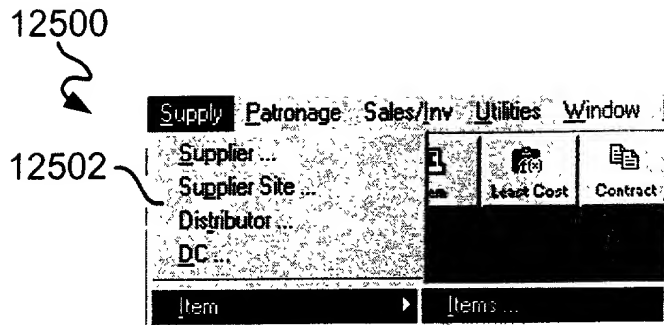


FIG. 125

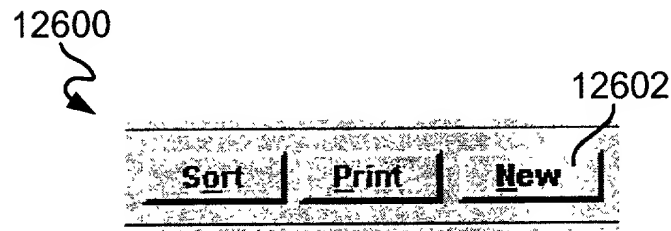


FIG. 126

A screenshot of a software form for item entry. The form contains the following fields and controls:

- Item Desc:** A text input field.
- Item Number:** A text input field.
- Product Cat Code:** A dropdown menu.
- Status Code:** A dropdown menu with the value 'Active' selected.
- Item Rank:** A dropdown menu.

The label 12700 points to the form, and 12702 points to the 'Status Code' dropdown menu.

FIG. 127

12800

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128





12900



FIG. 129

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	INCH(S)	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>		<b>BarCode:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

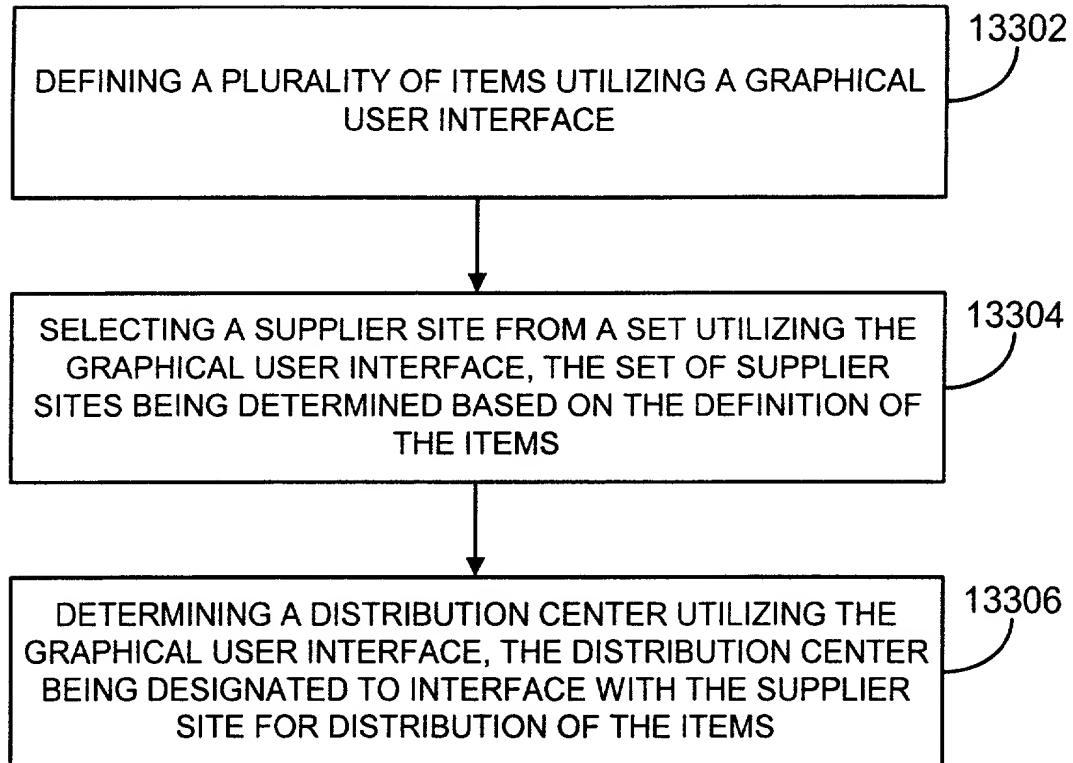
FIG. 131

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b>
<b>Status:</b>	Active	<b>Rail Sidings:</b>

FIG. 132

13300



**FIG. 133**

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:		<input type="radio"/> Yes	<input checked="" type="radio"/> No	Apply By:		Cell	<input type="button" value="v"/>

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

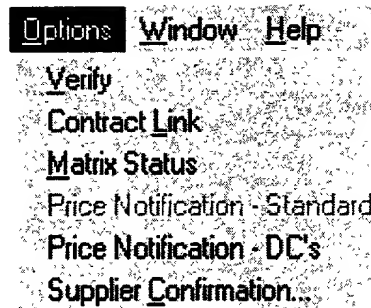


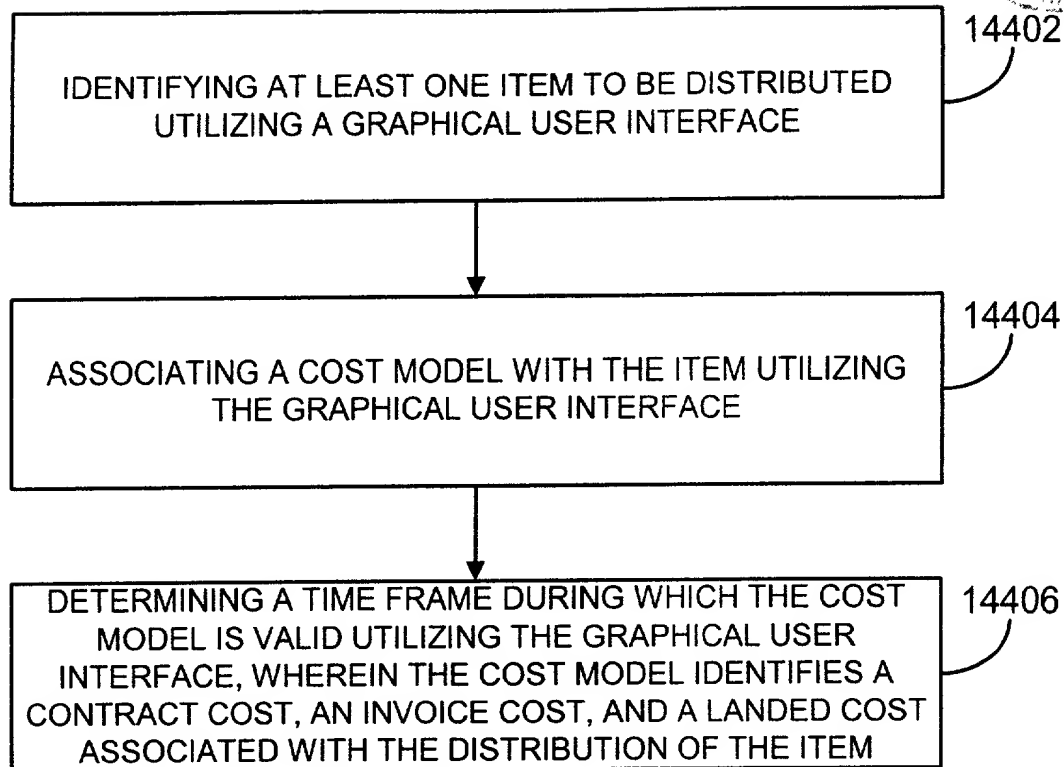
FIG. 141

14300

<u>C</u> ost	▶	E <u>d</u> it / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix) ...	F5
<u>V</u> endor Rating	▶		
Con <u>t</u> act M <u>a</u> nagement	▶	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

**Contract ID:** 673 - TYSON FOODS

**Initial Buyer Name:** Jamie Hersh

**Current Buyer Name:** Chris Steinion

FIG. 146

14700

**Contract Start Date:** 05/15/98

**Contract End Date:** 12/31/02

**Execution Date:** 5/15/98

**Effective:** Shipment Date

**Payment Terms:** Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

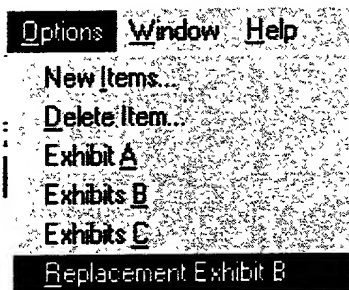


FIG. 152

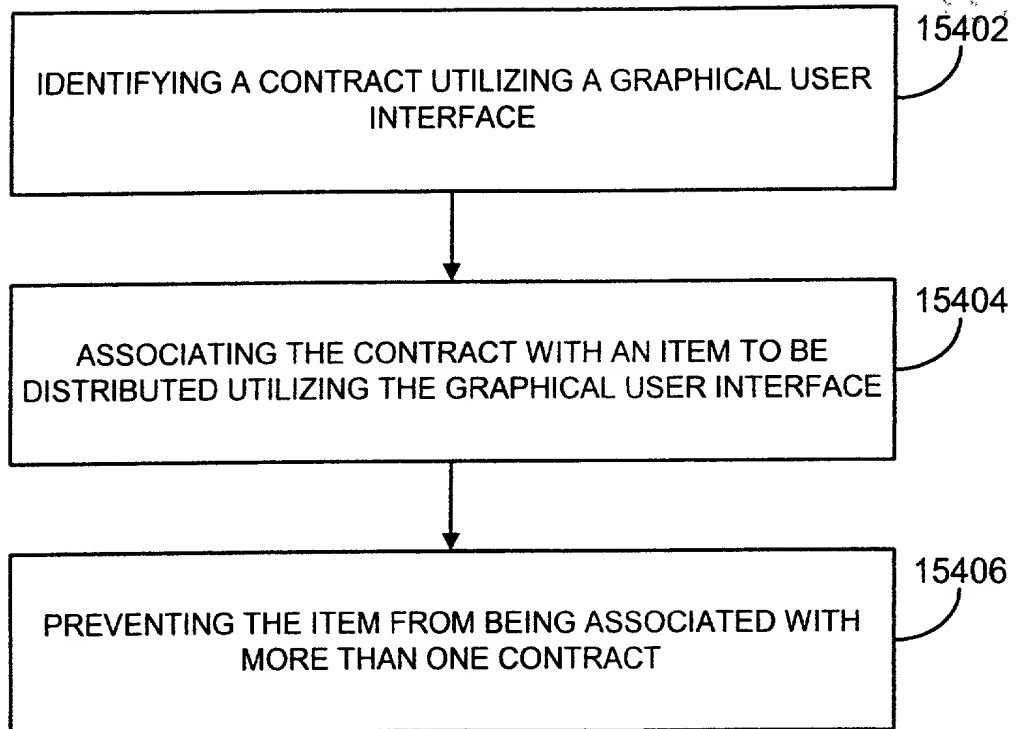
15300



FIG. 153



15400



**FIG. 154**

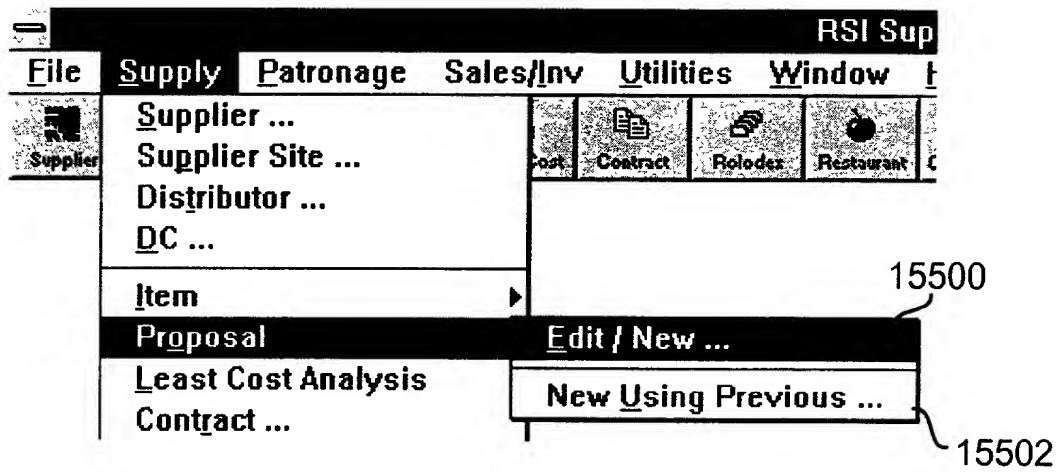


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids			
Main Info	Items	Suppliers	DCs
<div> <div>FDB Price</div> <div>DC/Rest.</div> <div>Usage</div> <div>Templates</div> <div>View Bid</div> </div>			
<b>Proposal Information</b>			
<b>Proposal ID:</b> 1021		<b>Proposal Due Date:</b> 06/12/97	
<b>Proposal Name:</b> Foam Hot Cups & Polystyrene Lids		<b>Contract Begin Date:</b> 07/01/97	
<b>Buyer Name:</b> Dennis Clabby		<b>Contract End Date:</b> 06/30/98	
<b>Actions</b>			
#	Date:	Action Description:	
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.	

FIG. 156

15600

15700



FIG. 157

15800

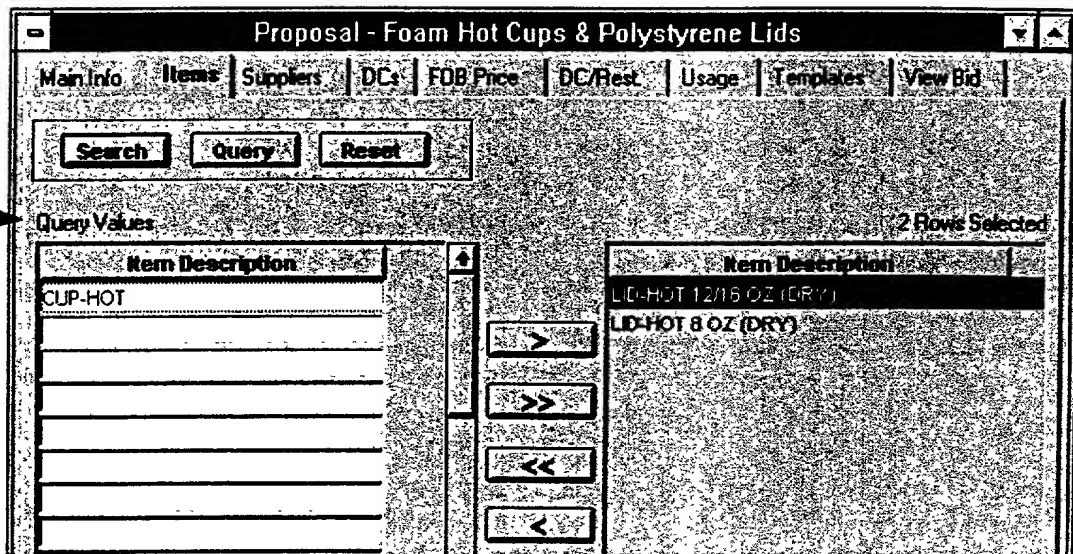


FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description		Item Description
CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	CUP-HOT 8 OZ (DRY)
		LID-HOT 12/16 OZ (DRY)
		LID-HOT 8 OZ (DRY)

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description  
MAYO-BULK

FOB Price Component

Mayonaise Components

(None Selected)

Generic FOB Pricing

Mayonaise Components

FIG. 160

16100

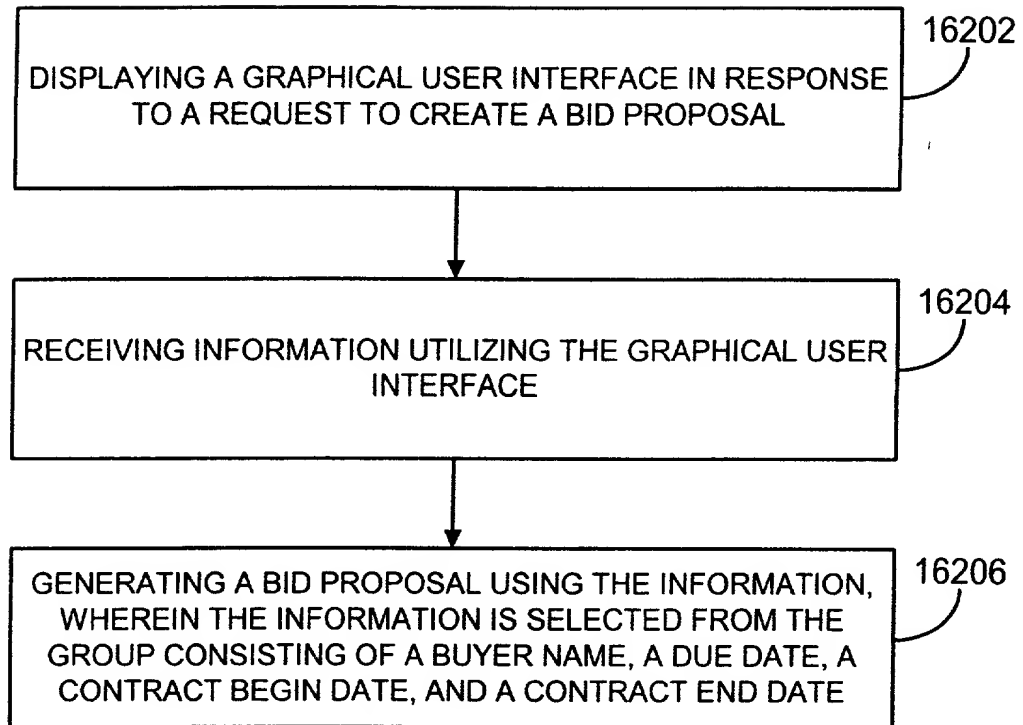
Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	52	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	60.00%	5.46	5.00%	37

FIG. 161

16200



**FIG. 162**

16300

**Templates** | **Create Bid**

**FIG. 163**

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		<b>Y</b>
<b>General Terms and Conditions</b>	?		<b>N</b>
<b>Usage Estimates</b>	?		<b>N</b>
<b>Supplier Facility Worksheets</b>	?		<b>N</b>
<b>Item Information Worksheets</b>	?		<b>N</b>
<b>Sample Supply Agreement</b>	?	2	<b>N</b>
<b>BK Specification Request</b>	?	?	<b>N</b>
<b>FOB Price Component</b>	?	?	<b>Y</b>
<b>Truckload Freight Worksheet</b>	?		<b>N</b>
<b>LTL Freight Worksheet</b>	?		<b>N</b>

**FIG. 164**



16500

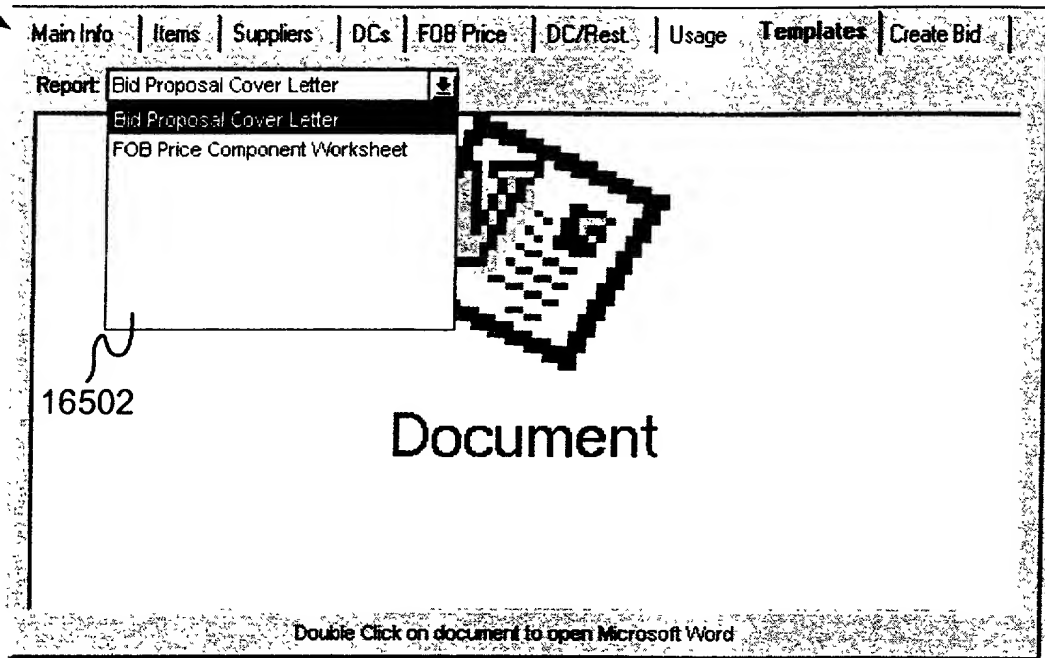


FIG. 165

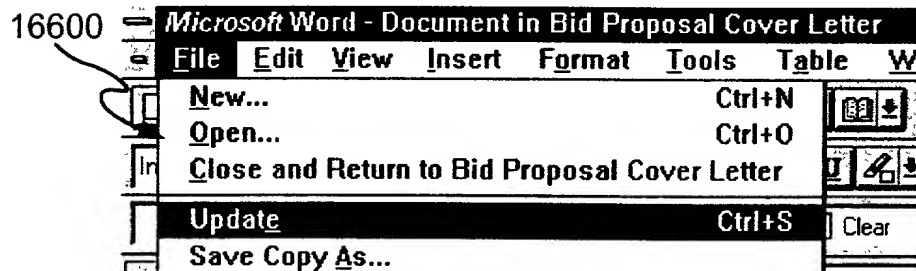


FIG. 166

16700

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Rest](#) | [Usage](#) | [Templates](#) | [Create Bid](#)

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>		
Item Information Worksheet	<input checked="" type="checkbox"/>	Blank Sheets	
Sample Supply Agreement	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
		FOB Price Component Worksheet	<input checked="" type="checkbox"/>
		Truckload Freight Worksheet	<input checked="" type="checkbox"/>
		LTL Freight Worksheet	<input checked="" type="checkbox"/>

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

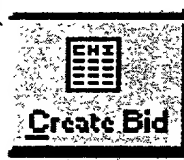


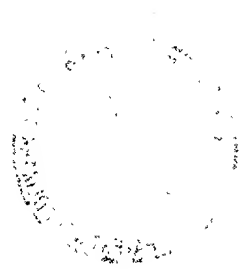
FIG. 168

16900

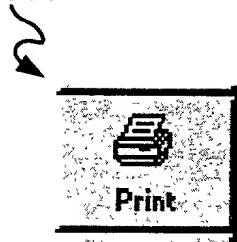
Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	<b>Restaurant Services, Inc.</b> <b>Item Information Worksheet</b>  ATTY  DS
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

FIG. 169

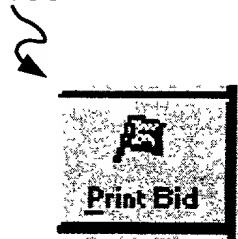


17000



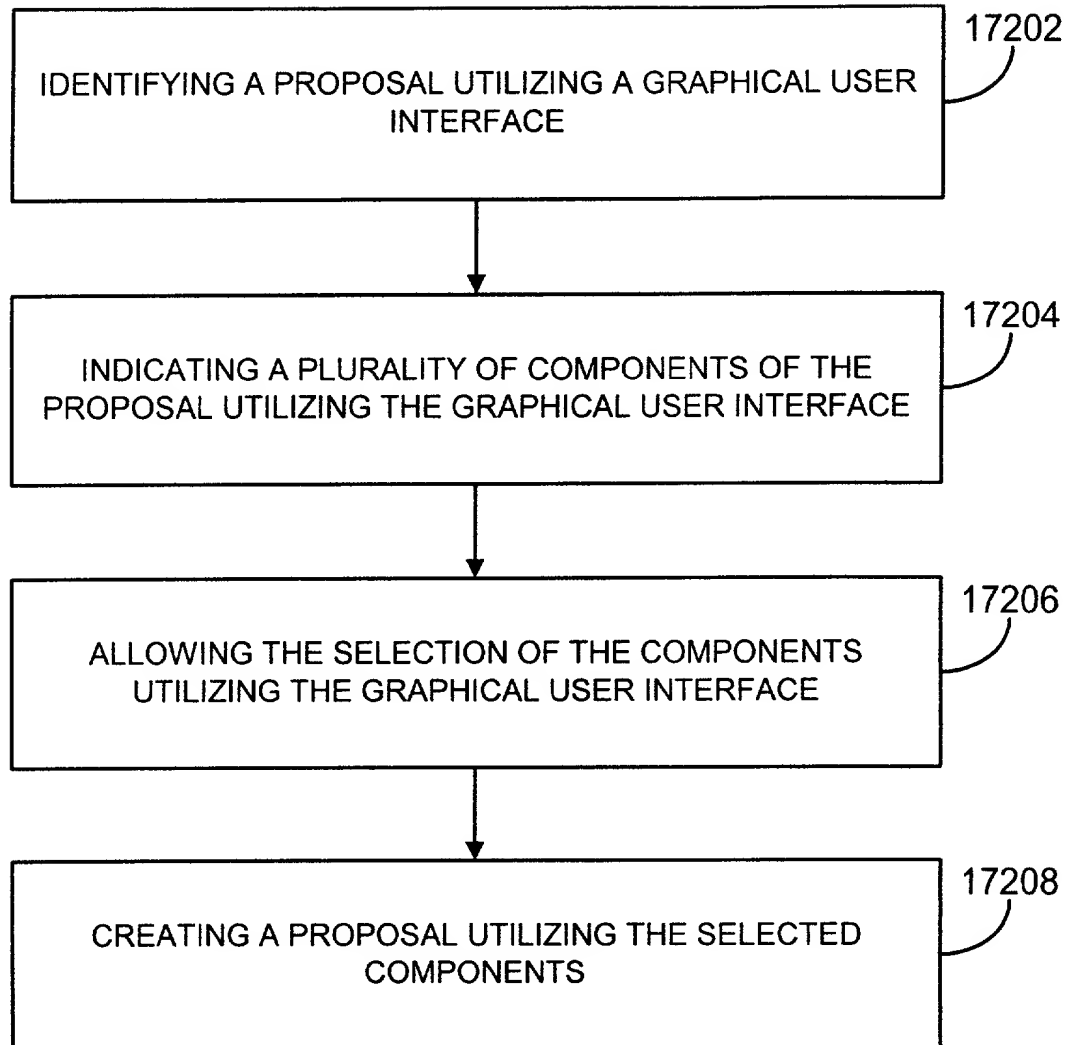
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

17300



FIG. 173

17400

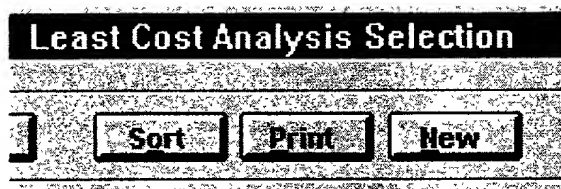


FIG. 174

17500

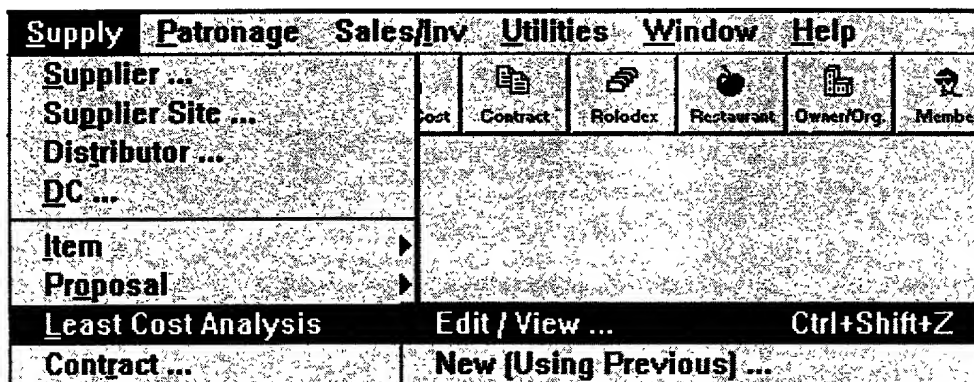


FIG. 175

**Bid Proposal Name:**

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600



**FIG. 176**

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**



17800

**Analysis Name:** Hash Brown Actual  
**Analysis ID:** 1036  
**Buyer:** Dennis Clabby  
**Period of Agreement:** 10/1/97 THRU 9/30/98  
**Unit Of Measure:** CASE(S)

FIG. 178

17900

**Version ( 1 ) of ( 9 )** Base version

**What is the max # of FOB points to allocate to each DC ?** One FOB

**What is pricing method for this version ?** FOB + Freight

**What is the RSI Invoice FOB Upcharge (Downcharge) ?** 0.0000

**Override RDC Truckload Validation?** No

**Solution Strategy:** Standard **Last Revision:** 9/15/97 1:04 PM

FIG. 179

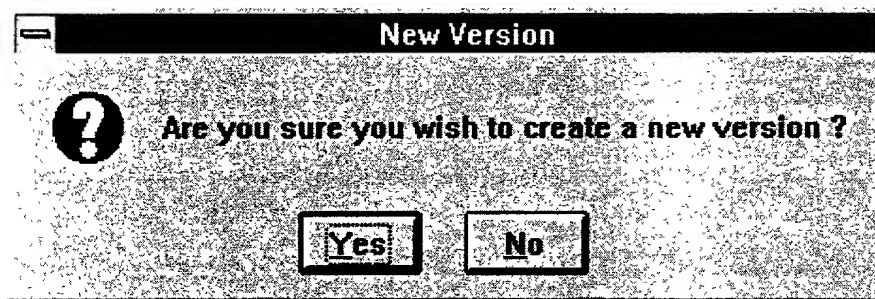


18000



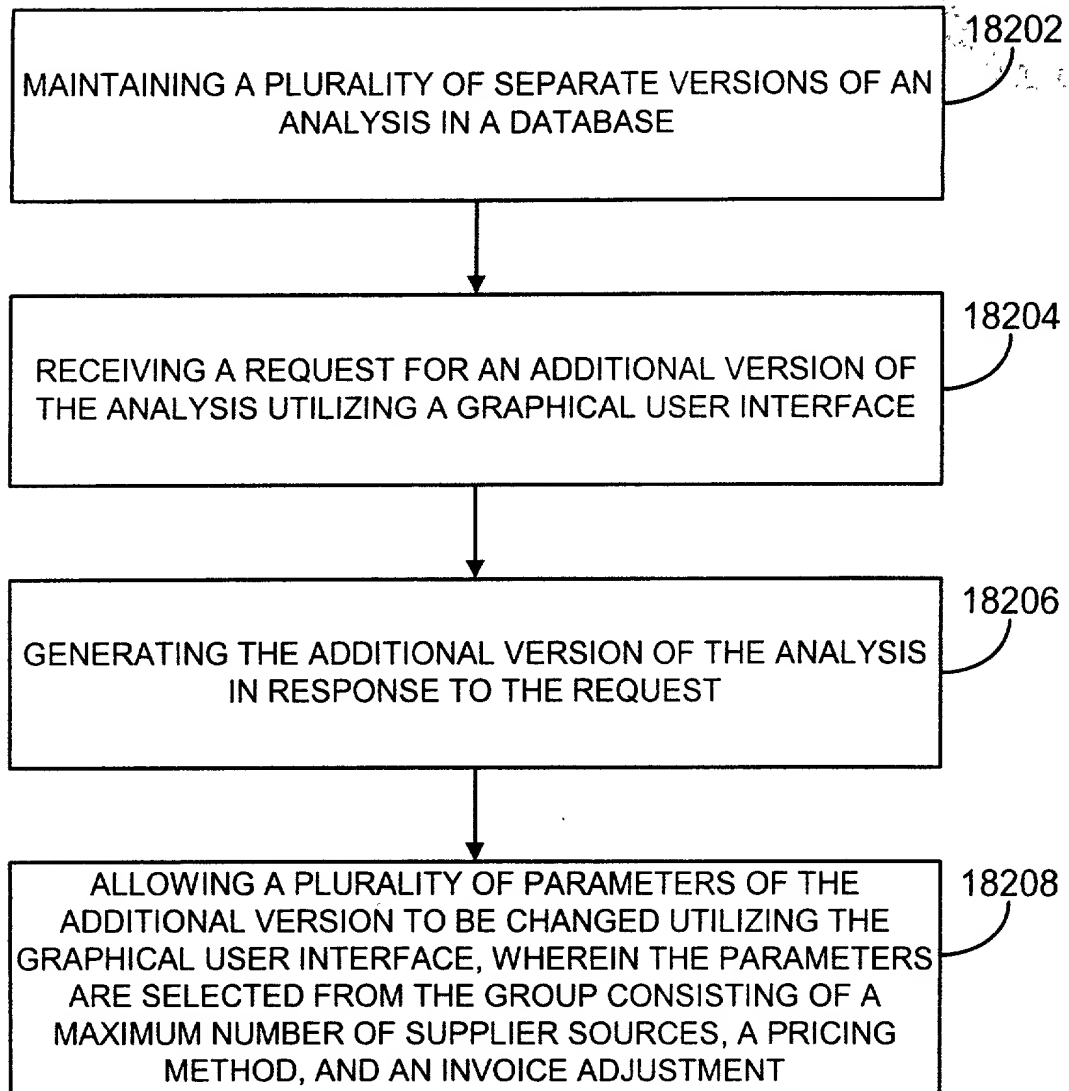
**FIG. 180**

18100



**FIG. 181**

18200



**FIG. 182**

18300

The screenshot displays a web-based search interface. At the top, there are three buttons: 'Search', 'Query', and 'Reset'. Below these, the text 'Query Values' is on the left and '7 Rows Selected' is on the right. The main area contains two tables. The left table, titled 'Supplier FOB', has a single row with the value 'DOP'. The right table, also titled 'Supplier FOB', lists four items: 'DOPACO-DOWNTOWN, PA', 'DOPACO-KINSTON, NC', 'DOPACO-ST. CHARLES, IL', and 'DOPACO-STOCKTON, CA'. Below the right table, the text 'IMPERIAL BONDWARE-SHELBYVILLE, IL' is visible. Between the two tables are two buttons: a single arrow '>' and a double arrow '>>'. A vertical scroll bar is located between the two tables.

Supplier FOB
DOP

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA

18302

FIG. 183

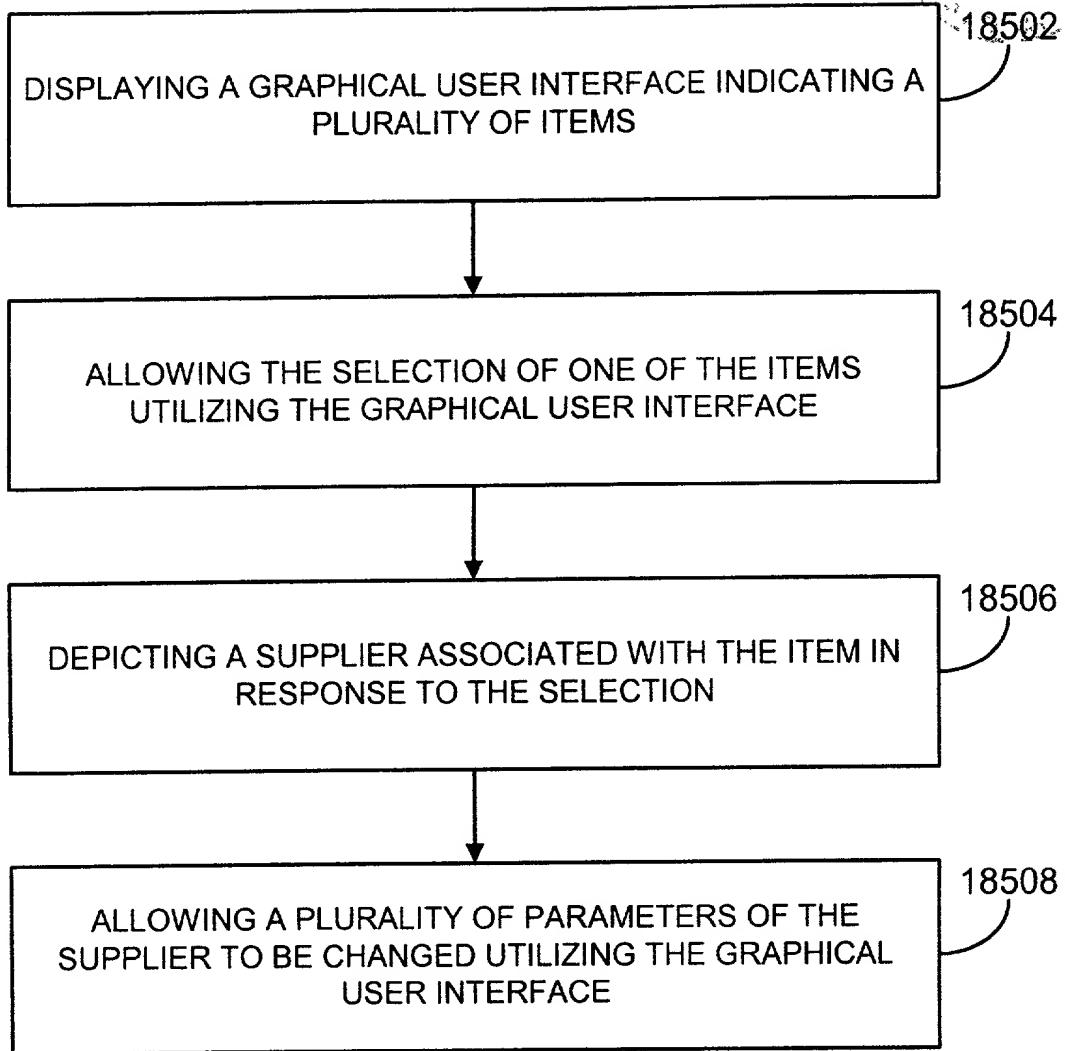
18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNINGTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M:	INCH(S)	Net Weight:	27.28 POUND(S)

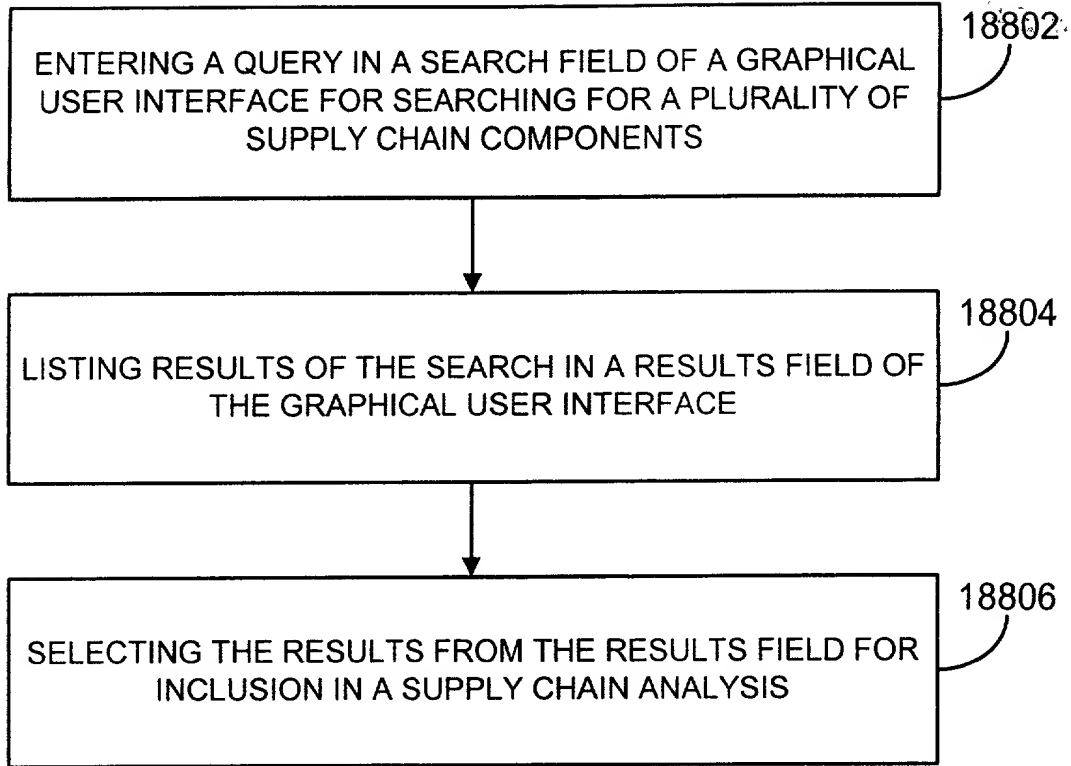
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 189

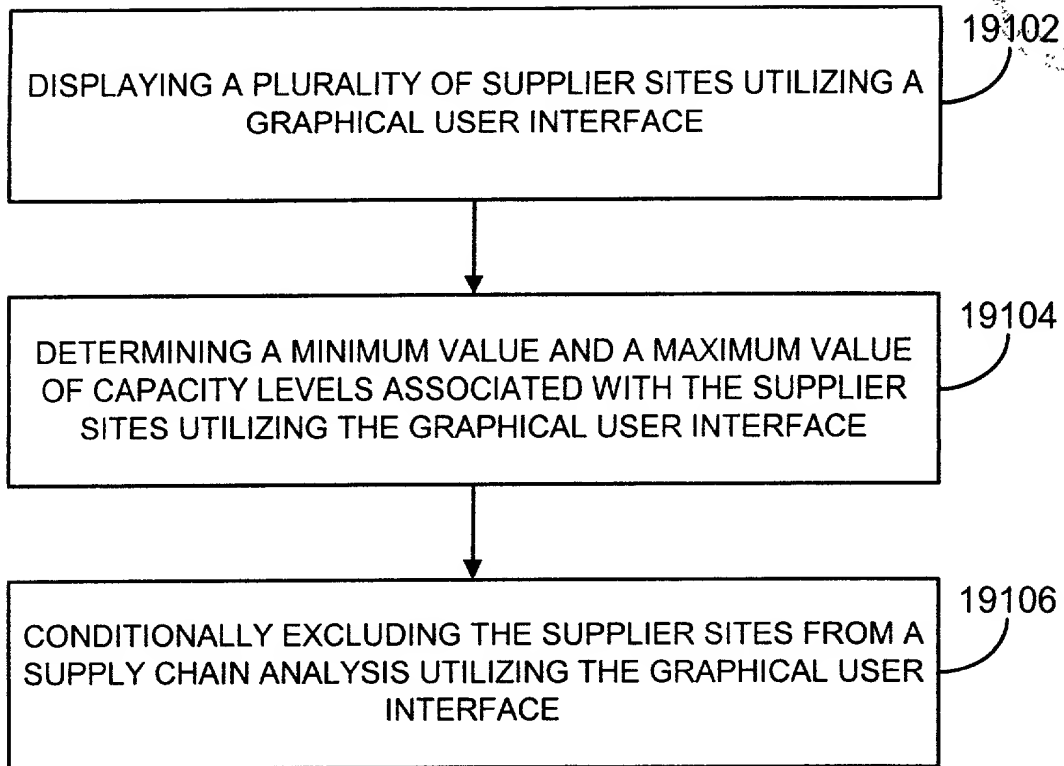
19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190



19100



**FIG. 191**



19200  
↘

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9 2300	0	

FIG. 192

19300

Supplier	#	Volume	
SSI FOOD SERVICES	0		
TEXAS AMERICAN FOOD SERVICE	0		
WHITEFORD FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume	
VENTURA FOODS	0		
VENTURA FOODS	1	100,000	

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

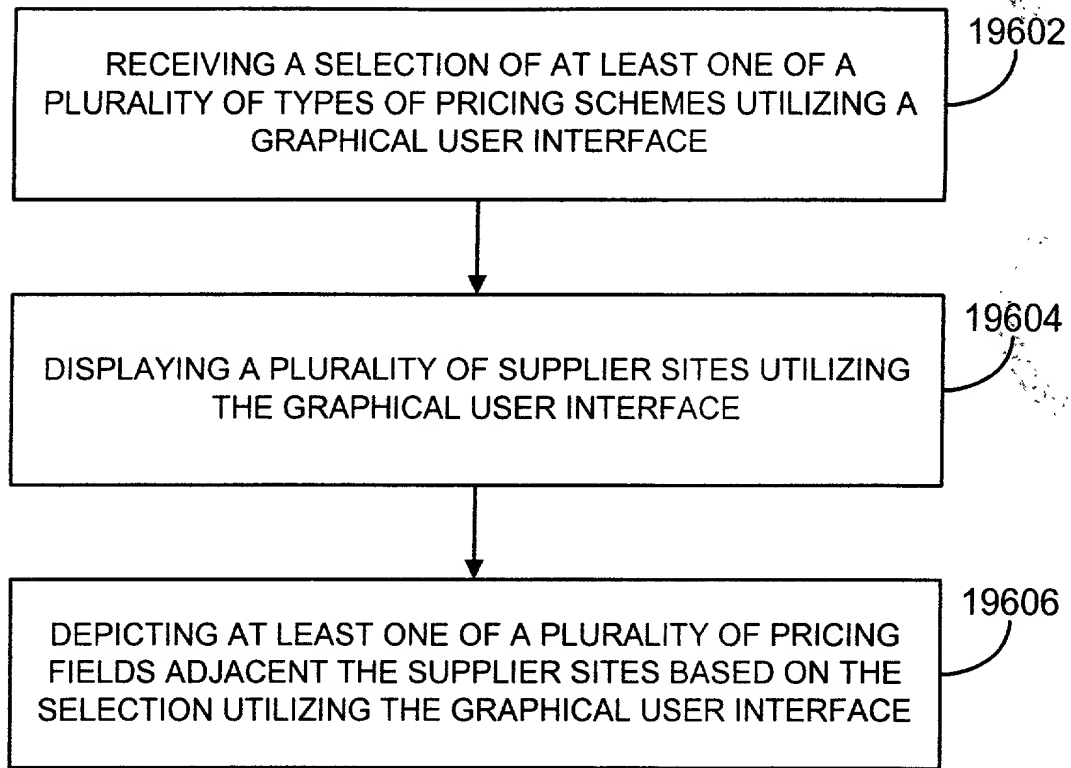
FIG. 194

19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC. PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19600



**FIG. 196**

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

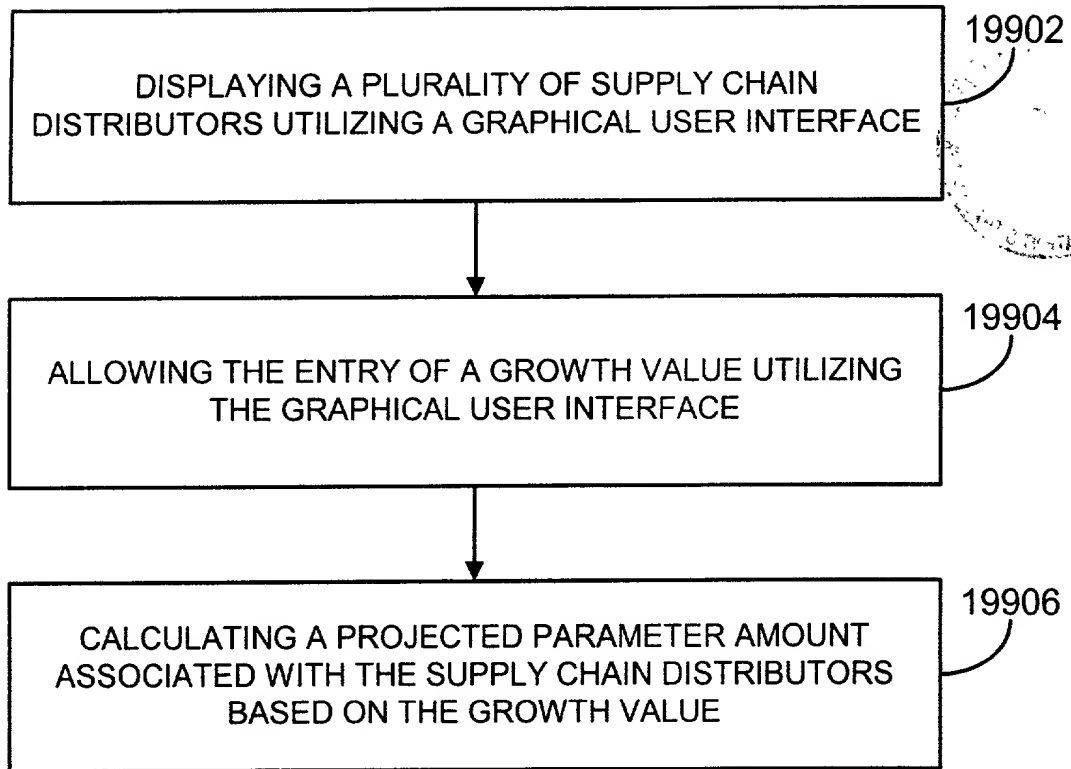
19800

Item	Item Growth %	Usage Period
CHICKEN-PATTY	.00%	

Distribution Center	Previous Usage	Projected Rest. Count	Comp. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211
Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200


20100

Supplier FOB		Address	
CAVENDISH FARMS		Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID 83211
Distribution Center	Lane Restriction		
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded	
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded	

FIG. 201

20200

Invalid Selection

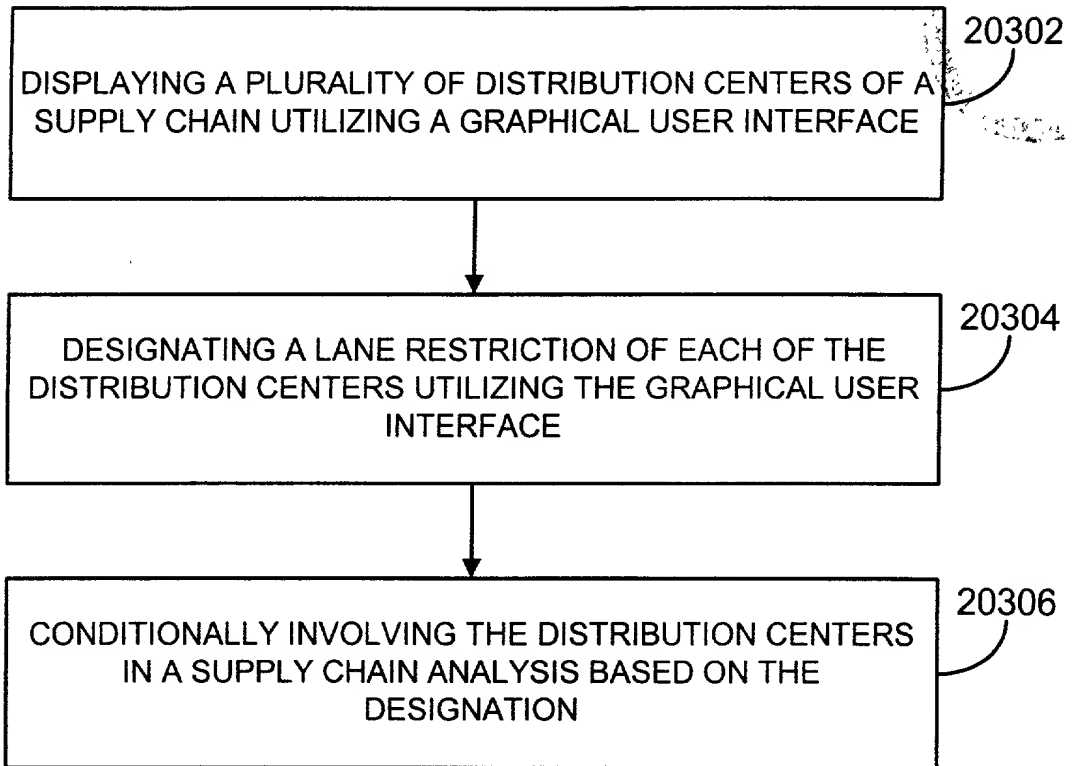

**AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.**

OK

FIG. 202



20300



**FIG. 203**

20400

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	

Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE UT	691		

FIG. 204

20500

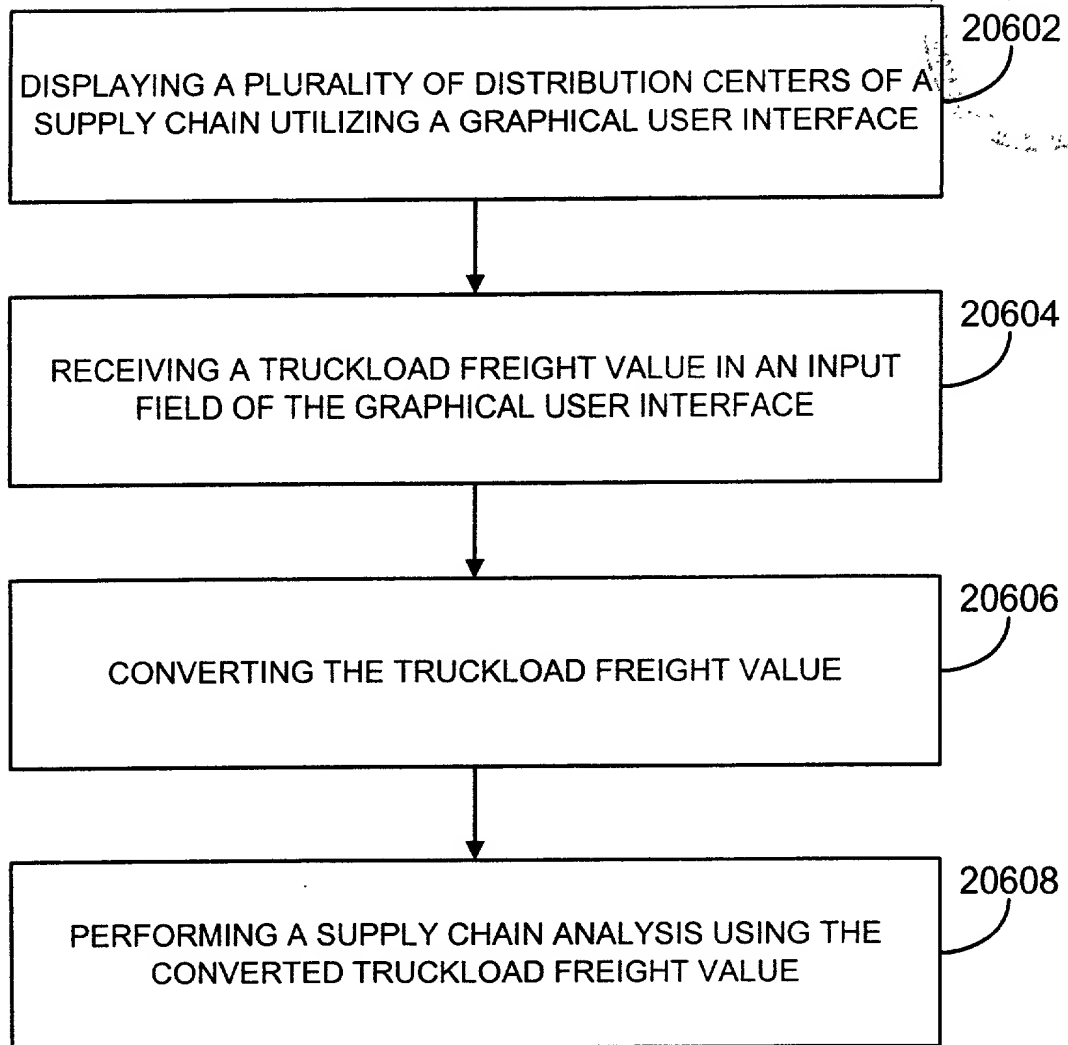
Supplier FOB		Address		
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904	
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638	
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801	

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS	
PS-ATLANTA	15,000					1.10		
PS-BURLINGTON	15,000	400.00				1.20		

FIG. 205

20600



**FIG. 206**

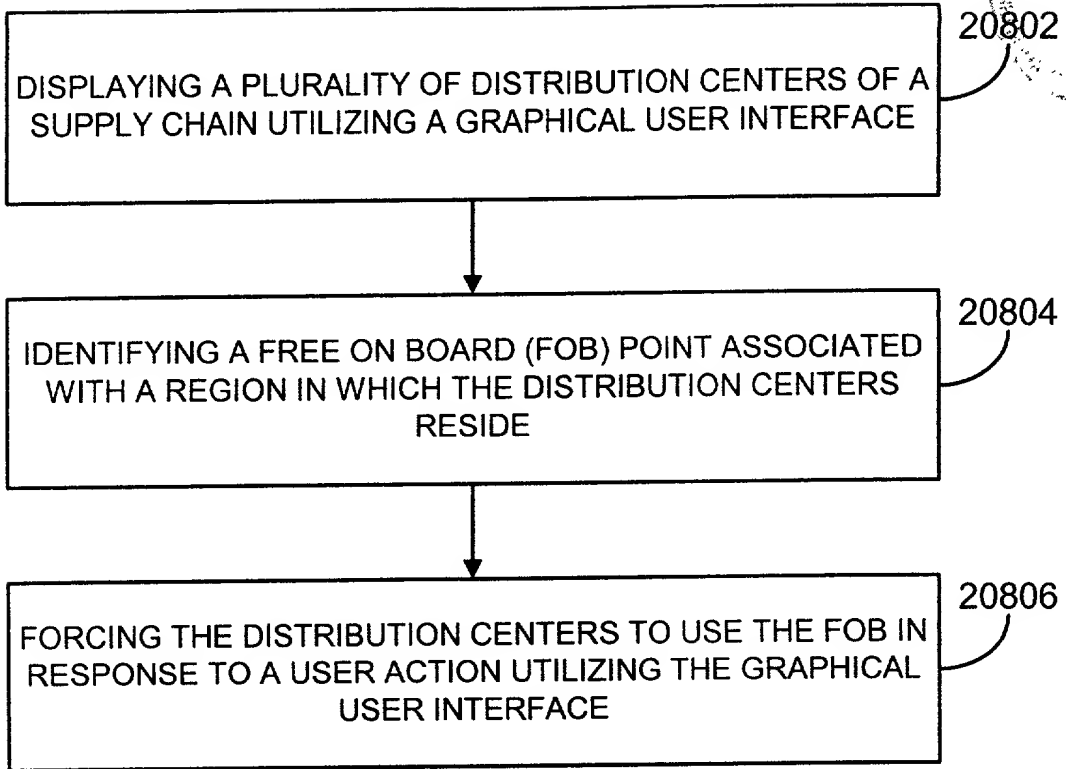
20700



Analysis Region		Force FOB	
MCCABE-PORTLAND/NW-ANCHORAGE		<input checked="" type="radio"/> Yes	<input type="radio"/> No
Distribution Center Name		Site Role	
MCCABE QUALITY FOODS-PORTLAND		Corporate & FOB Point	
RESTAURANTS NW-ANCHORAGE		Corporate & FOB Point	

FIG. 207

20800



**FIG. 208**

20900

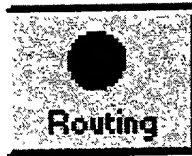


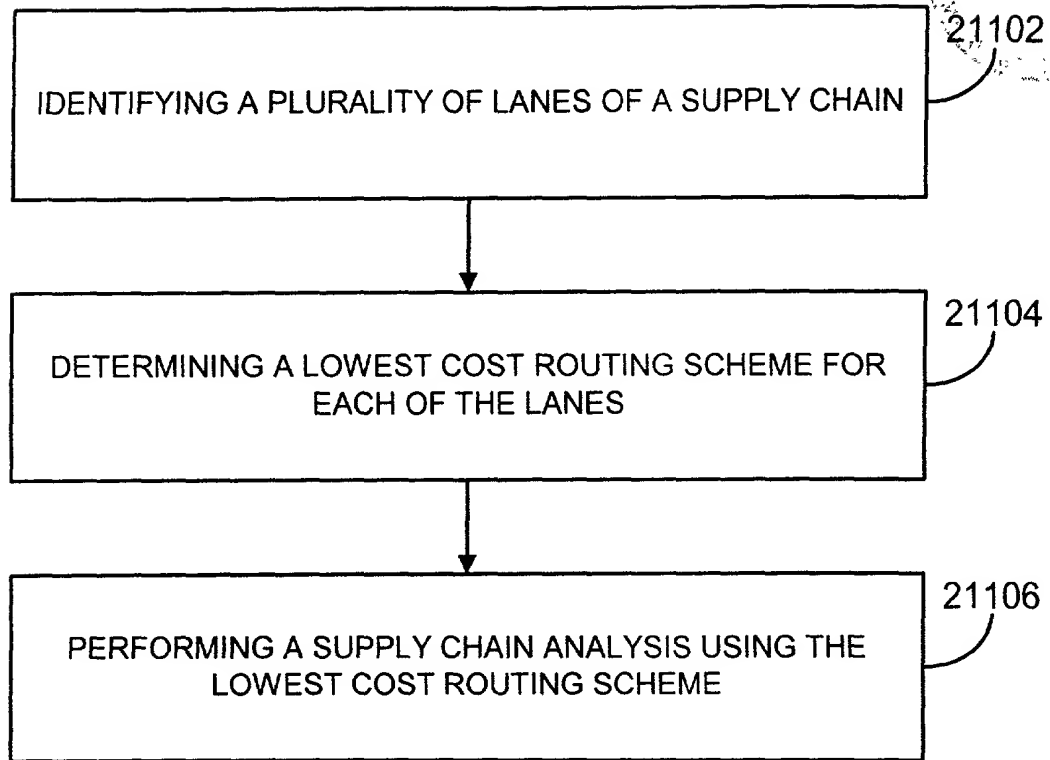
FIG. 209

21000

Report Selection	
Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
Report Parameters:	Freight Information Provided
Supplier: (All)	LTl Routing Grid By Lane
Supplier FOB: (All)	Routing Results By Lane
Distribution Center: (All)	Routing Results By Lane, Item
Version: Base Version	Routing Results w/ RDC Breakout By Lane
	Routing Results w/ RDC Breakout By Lane, Item
	TL Freight Variance Analysis

FIG. 210

21100



**FIG. 211**

21200

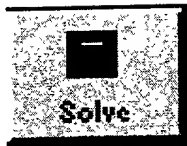


FIG. 212

21300

21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213



21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

FIG. 214

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type: Comparison Reports Report Name: Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: ☒ Yes ☐ No

FIG. 218

21900

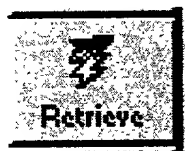
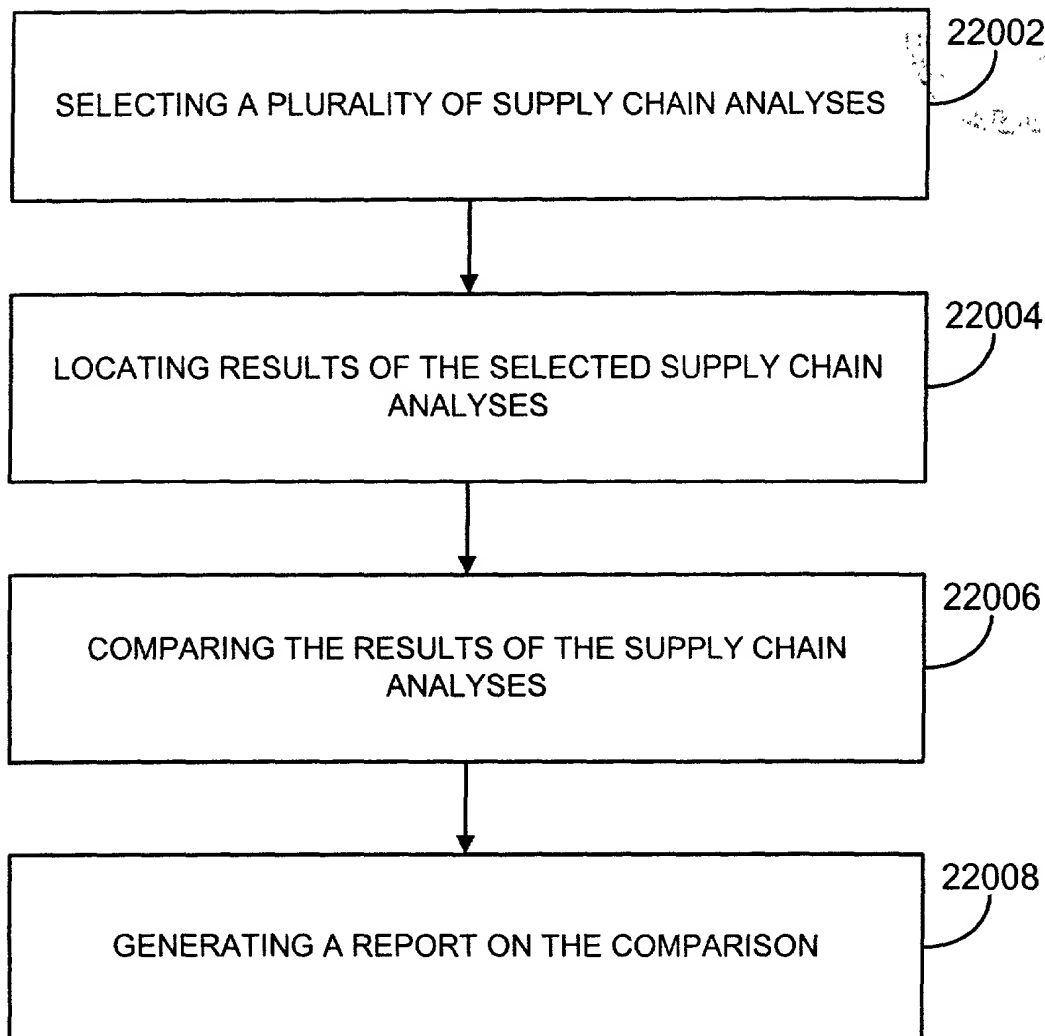


FIG. 219

22000



**FIG. 220**

22100

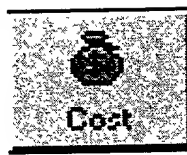


FIG. 221

22200

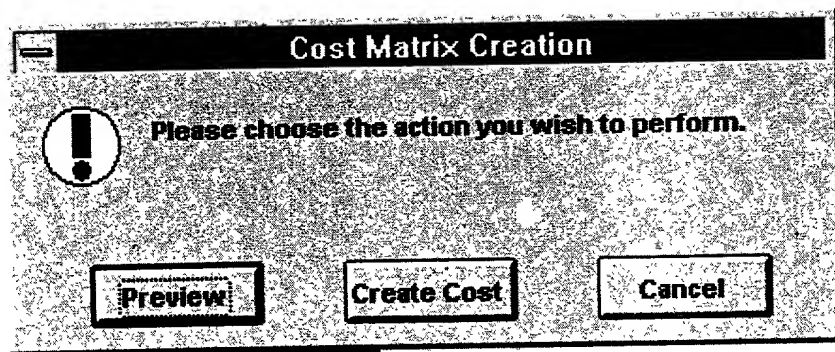
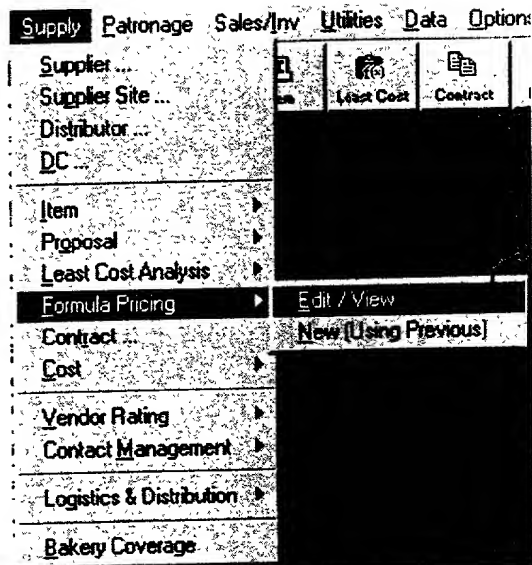


FIG. 222



22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 772 - 04/06/98

General Info		Pricing	Freight	Formulas	Block Cost	Adjustments						
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Tndr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8850	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0680	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

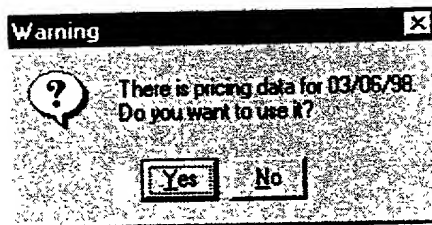


FIG. 226

22700

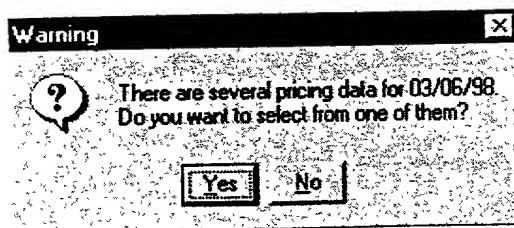


FIG. 227

22800

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments		Total					
Formula	FD65TR		FD65TR		FD73TC		FD86LC		FD86LN		FD86LC		MAH98		LFTB		Total
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	
AFS-1	0.3120	0.2871									0.1680	0.2134	0.4000	0.3924	0.1000	0.0911	0.9940
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0958	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
TEX-1	0.3090	0.2786									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WHI-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0968	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info		Pricing		Freight		Formulas		Block Cost		Adjustments		Total	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?							
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222								
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792								
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324								
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178								
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156								
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299								
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214								
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536								

FIG. 231



23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info   Pricing   Freight   Formulas   Block Cost   Adjustments						
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299
Amount   Adjustment Desc						
0.1500	Upcharge					

FIG. 232

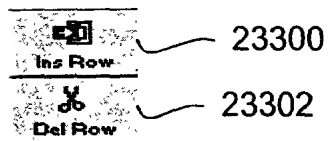


FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula 1	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 8		100.0000%	

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Help
Supplier					
Supplier Site ...					
Distributor					
DC ...					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236